

FIG. 1A

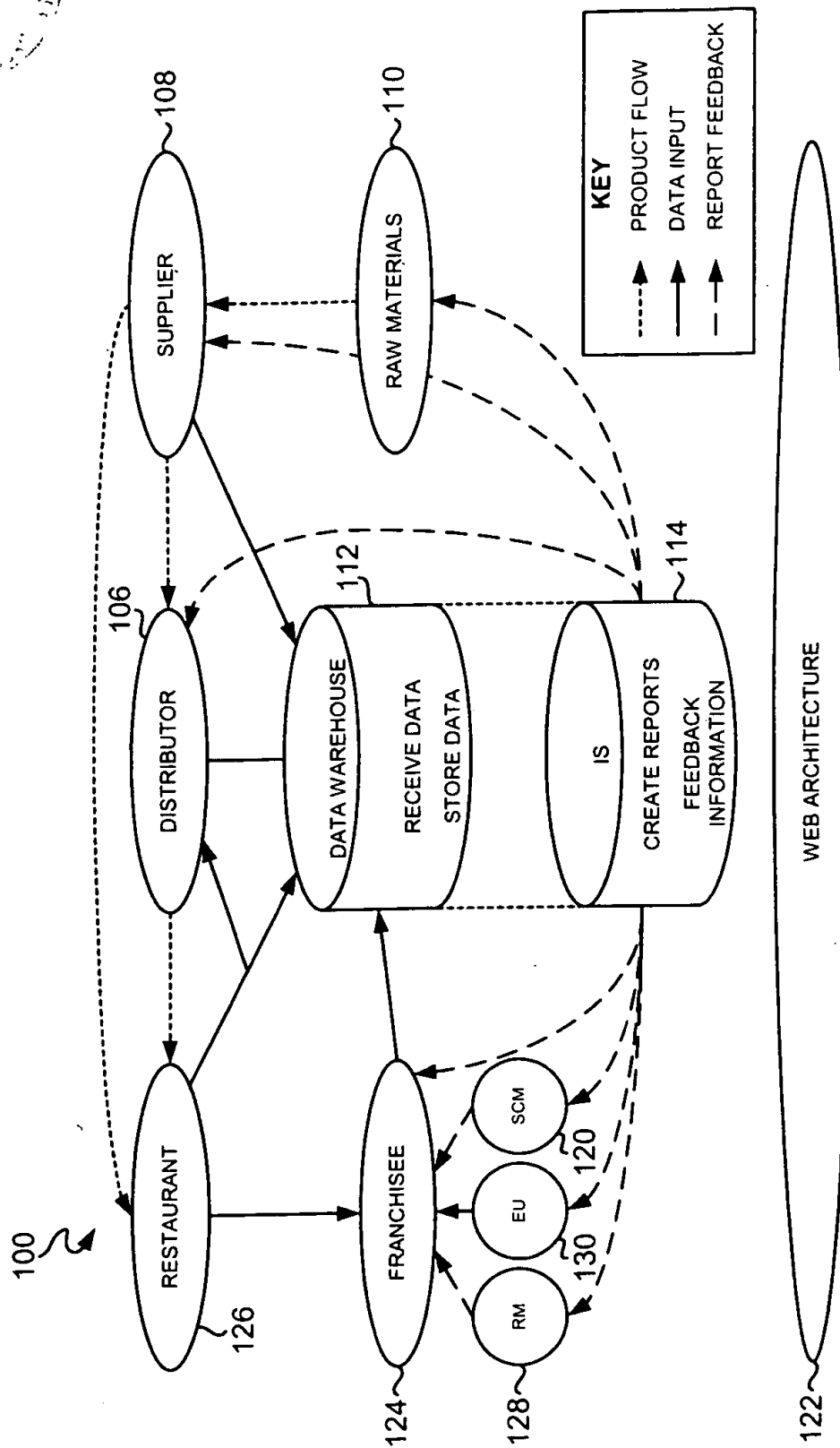


FIG. 1B

09815727.070601



230

DEFINING A PLURALITY OF DATA TYPES EACH INCLUDING
PARAMETERS

232

RECEIVING DATA FROM A PLURALITY OF POINT OF SALE
OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF GOODS SOLD BY THE POINT OF
SALE OUTLETS

234

VERIFYING A FORMAT OF THE DATA AGAINST THE PARAMETERS
OF THE DEFINED DATA TYPES

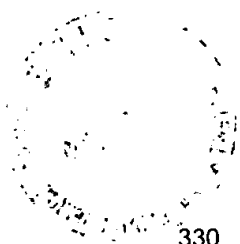
236

CORRECTING ANY DISCREPANCIES BETWEEN THE FORMAT OF
THE DATA AND THE PARAMETERS OF THE DEFINED DATA TYPES
FOR FACILITATING AN ANALYSIS OF THE DATA

238

FIG. 2

09815727.070601



330

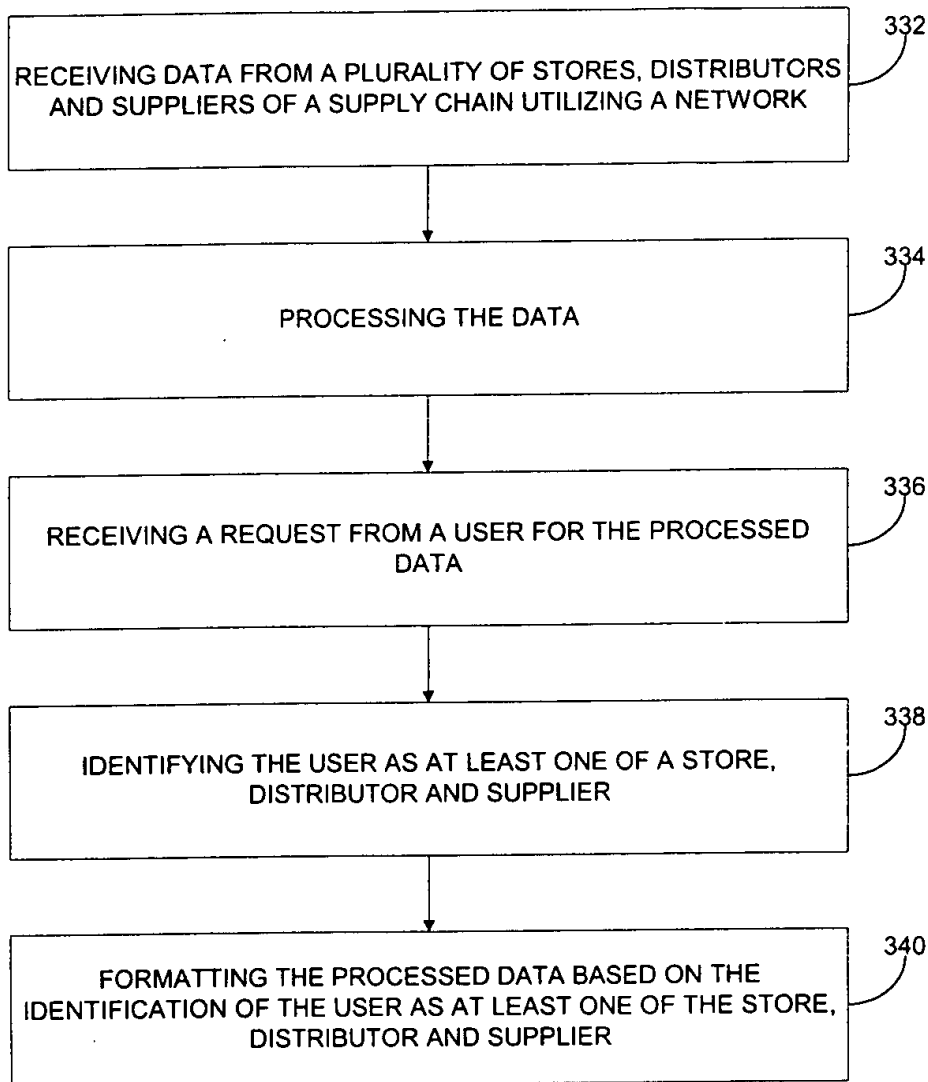


FIG. 3



098157270504

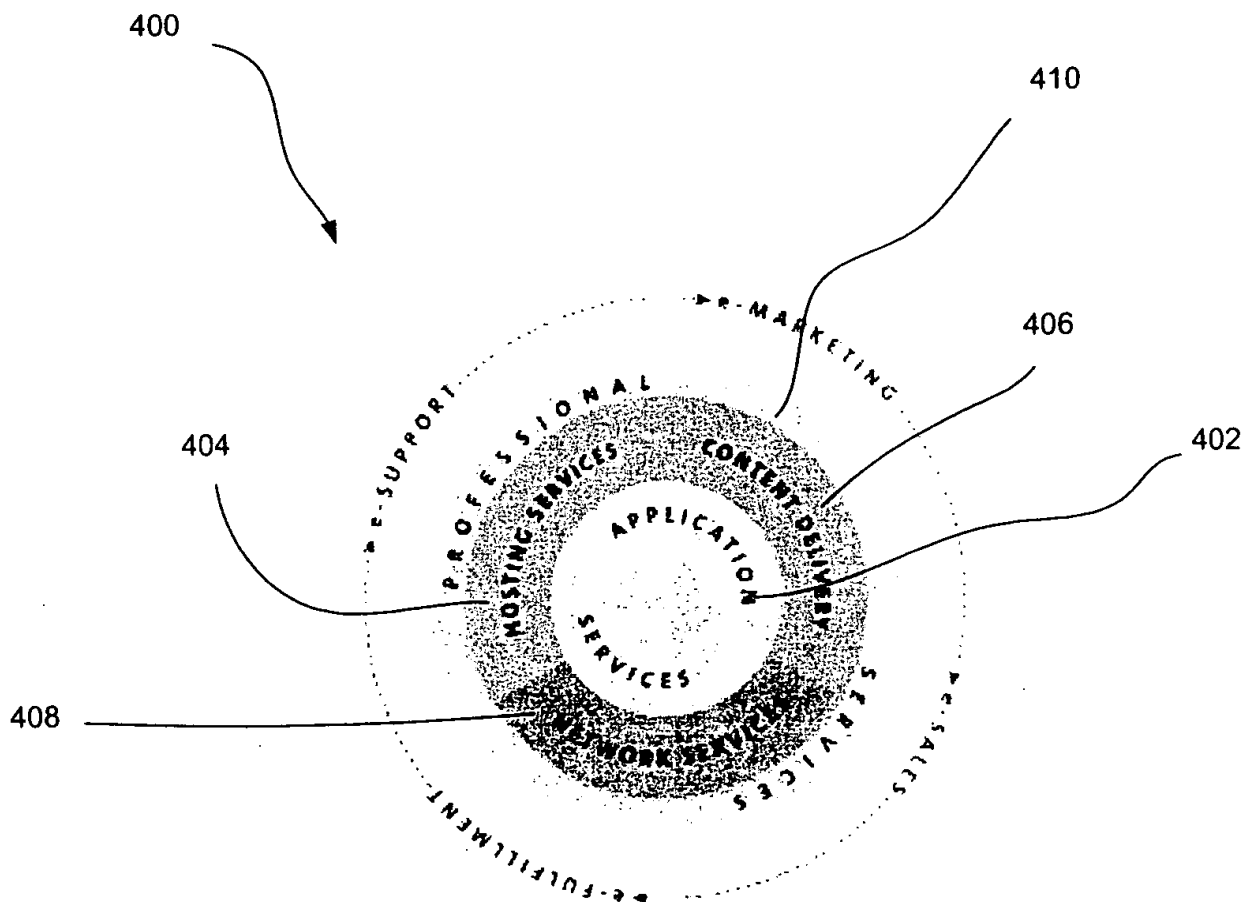


Fig. 4



530

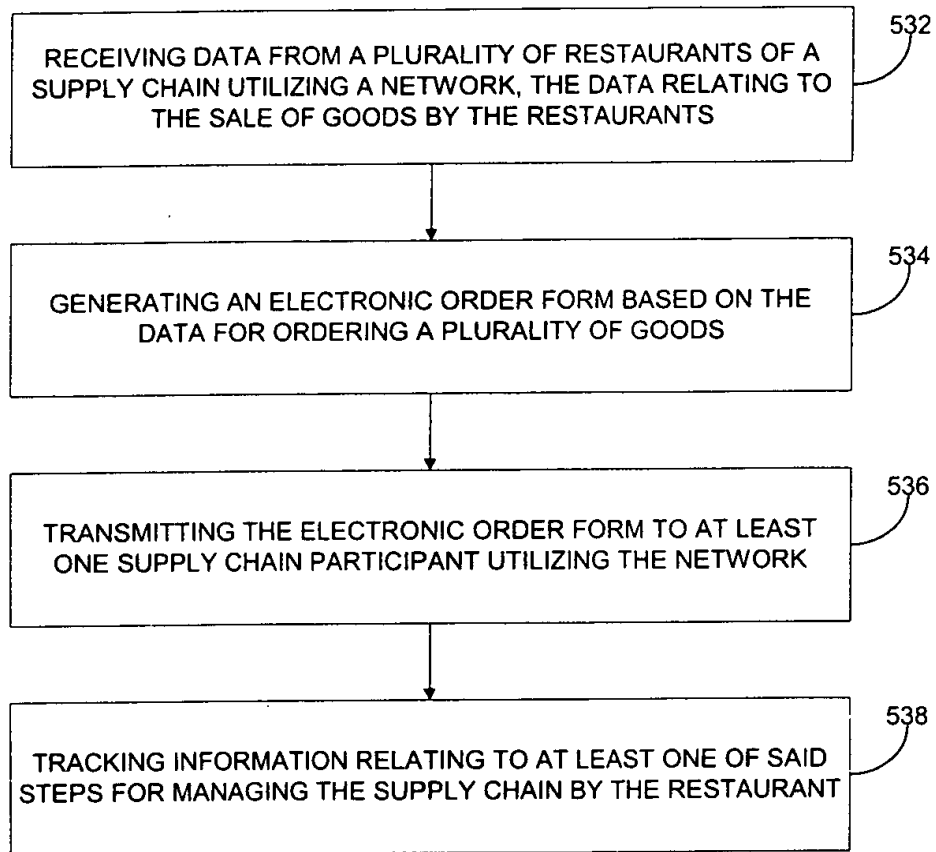


FIG. 5

09615727.070601

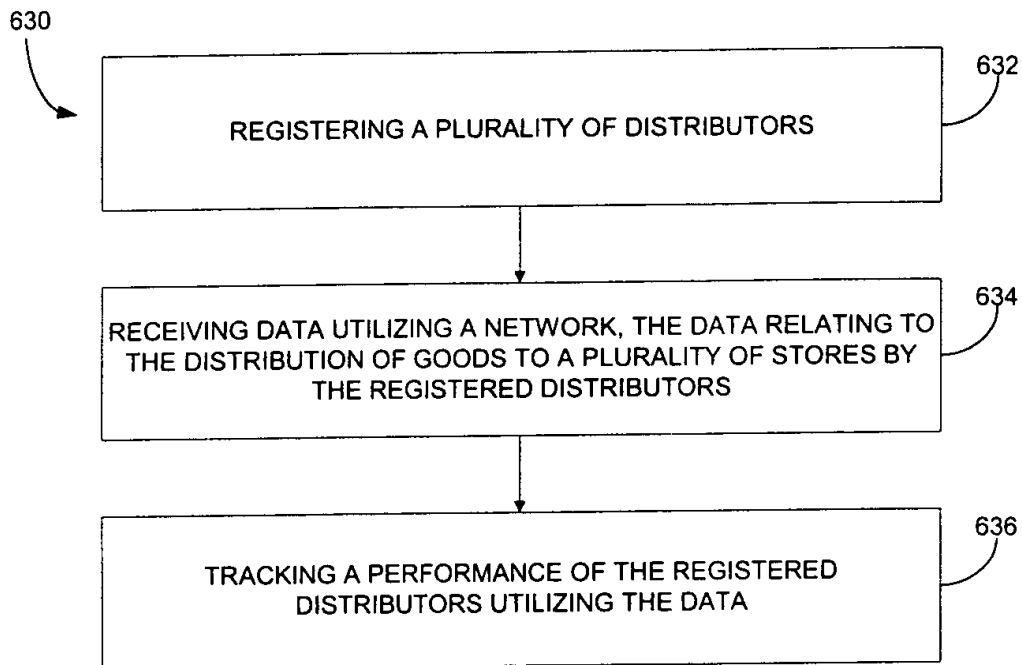


FIG. 6

09815727.070501

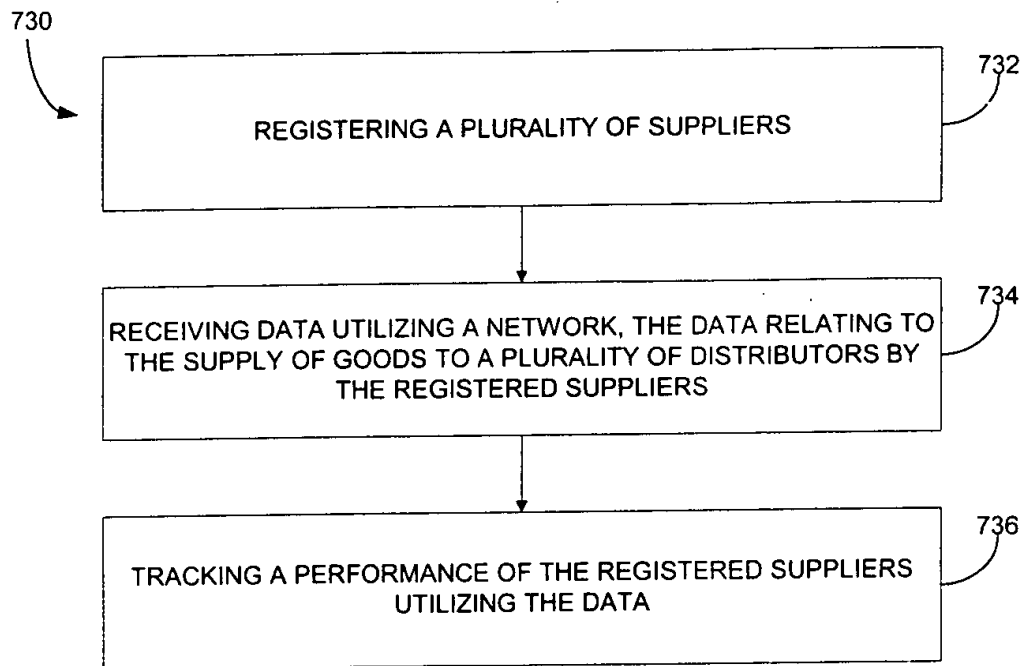


FIG. 7

0945727.070604
FO9020"/22/57860

09015727.070501



830

REGISTERING A PLURALITY OF DISTRIBUTORS AND SUPPLIERS EACH IN ONE OF A PLURALITY OF MARKETPLACES, WHEREIN EACH MARKETPLACE INCLUDES THE SUPPLY AND DISTRIBUTION OF AT LEAST ONE OF A PLURALITY OF GOODS USED BY A PLURALITY OF STORES

832

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO THE DISTRIBUTION AND SUPPLY OF GOODS TO THE STORES BY THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES

834

PARSING THE DATA BASED ON MARKETPLACES

836

TRACKING A PERFORMANCE OF THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES UTILIZING THE DATA

838

FIG. 8

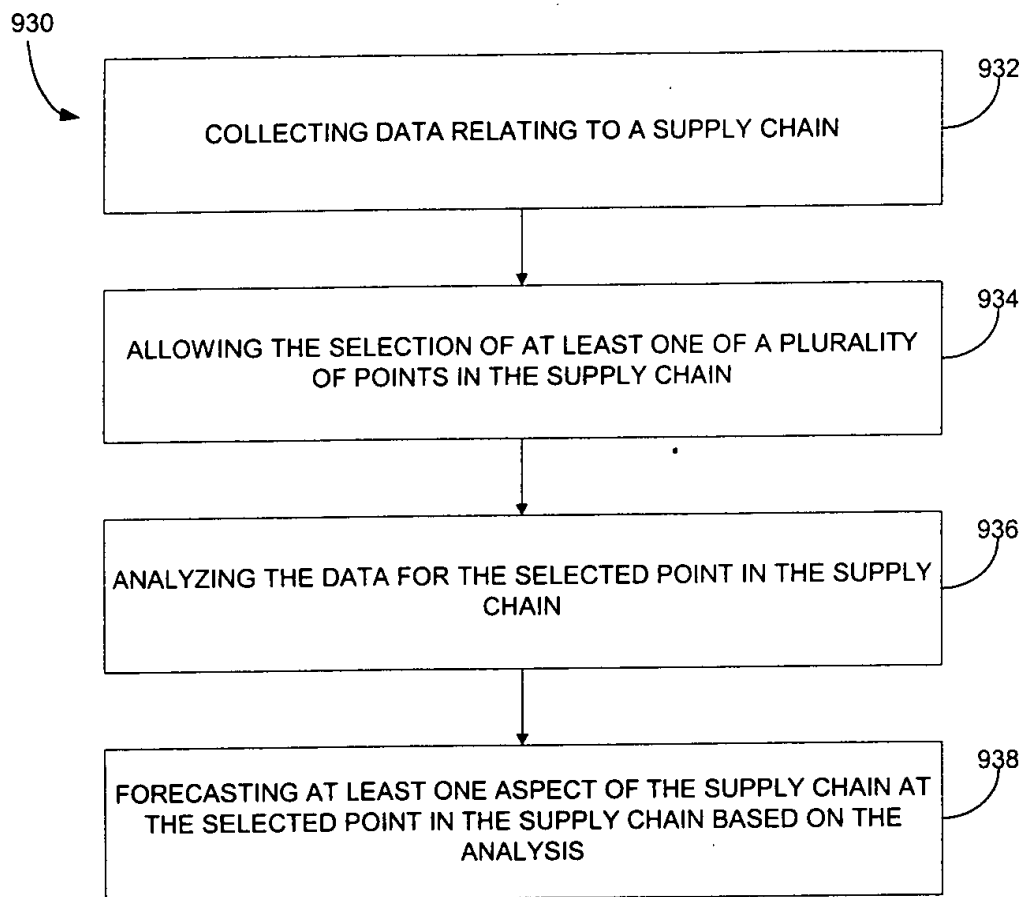


FIG. 9

09815727.070501

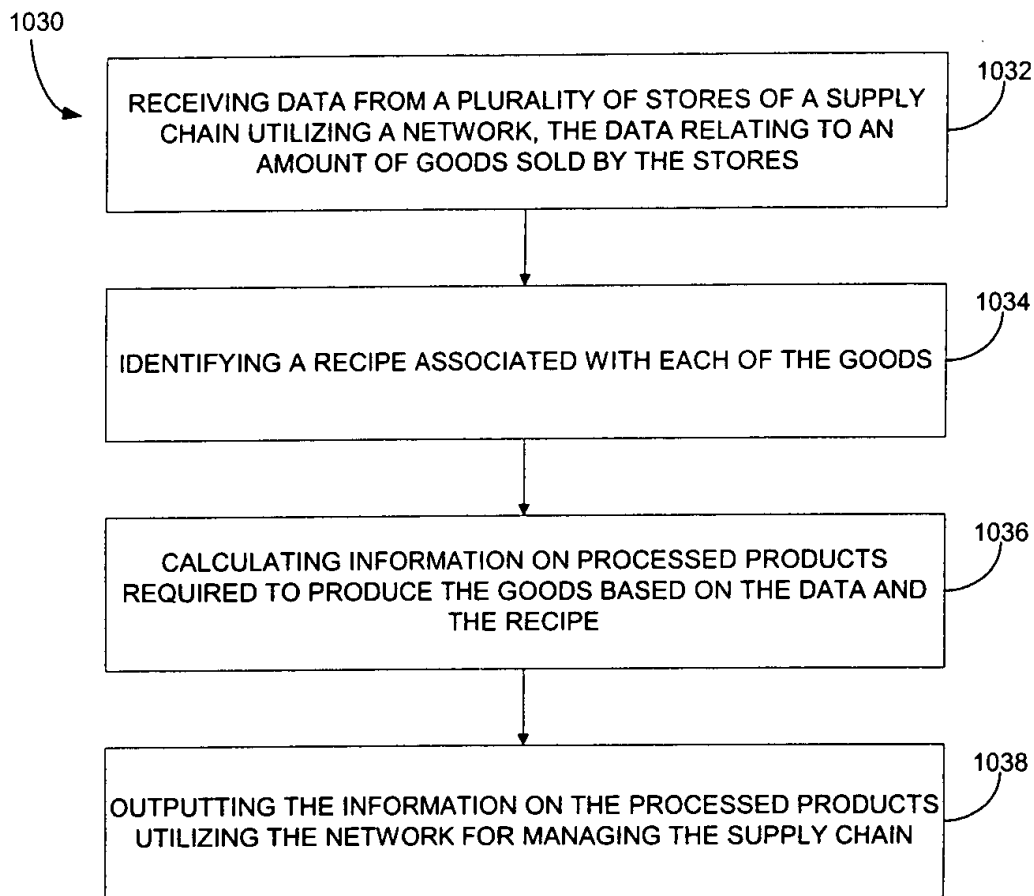


FIG. 10

09815727.070501



1130

FORECASTING AT LEAST ONE ASPECT OF A SUPPLY CHAIN
BASED ON A FIRST SET OF DATA COLLECTED FROM A PLURALITY
OF STORES OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE
FIRST SET OF DATA RELATING TO AN AMOUNT OF GOODS SOLD
BY THE STORES

1132

COLLECTING A SECOND SET OF REAL-TIME DATA FROM THE
STORES UTILIZING THE NETWORK, THE SECOND SET OF REAL-
TIME DATA RELATING TO THE AMOUNT OF GOODS SOLD BY THE
STORES

1134

COMPARING THE SECOND SET OF REAL-TIME DATA AGAINST THE
FORECASTING

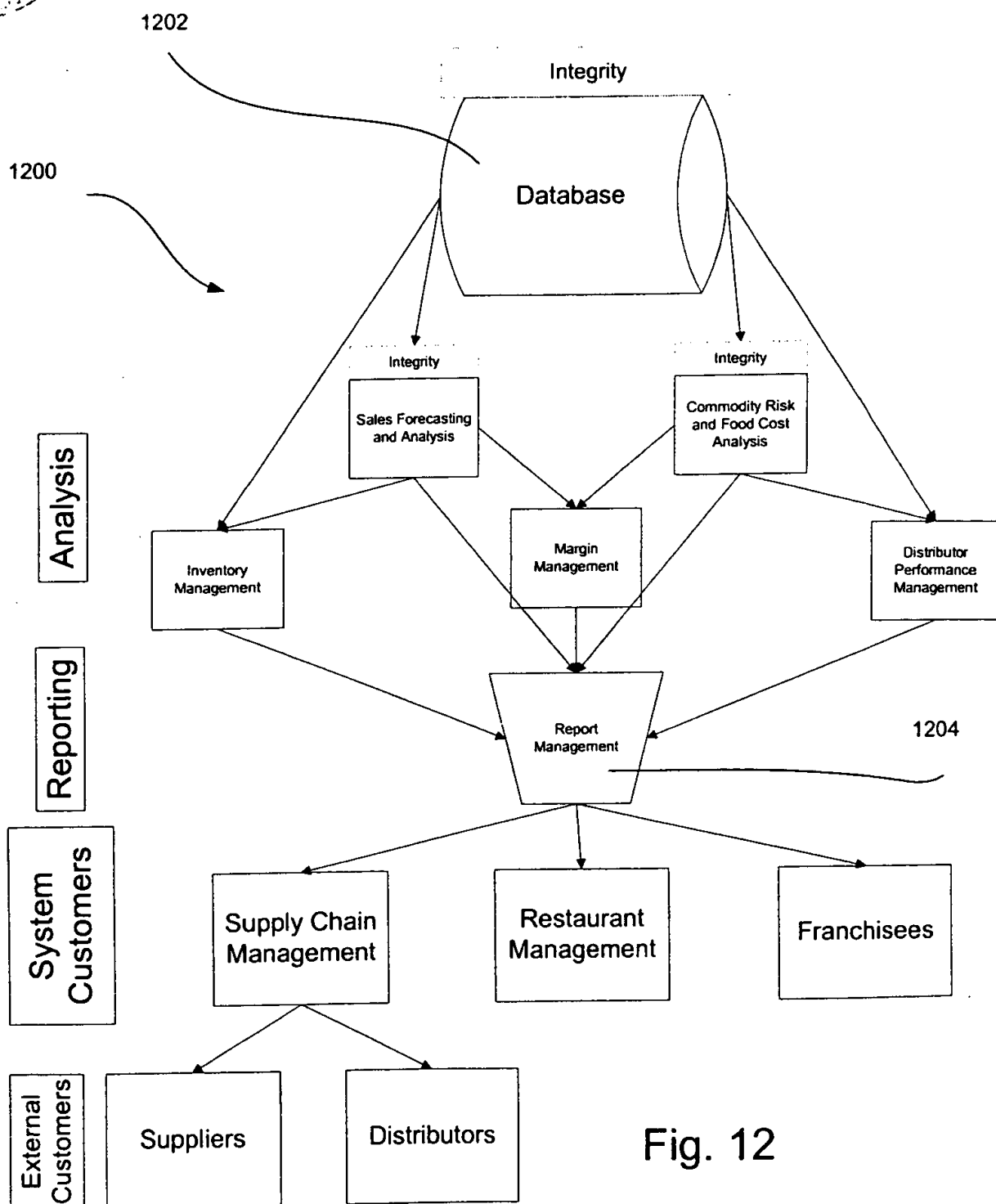
1136

FEEDING BACK RESULTS OF THE COMPARISON FOR
FACILITATING SUPPLY CHAIN MANAGEMENT

1138

FIG. 11

09815727.070601



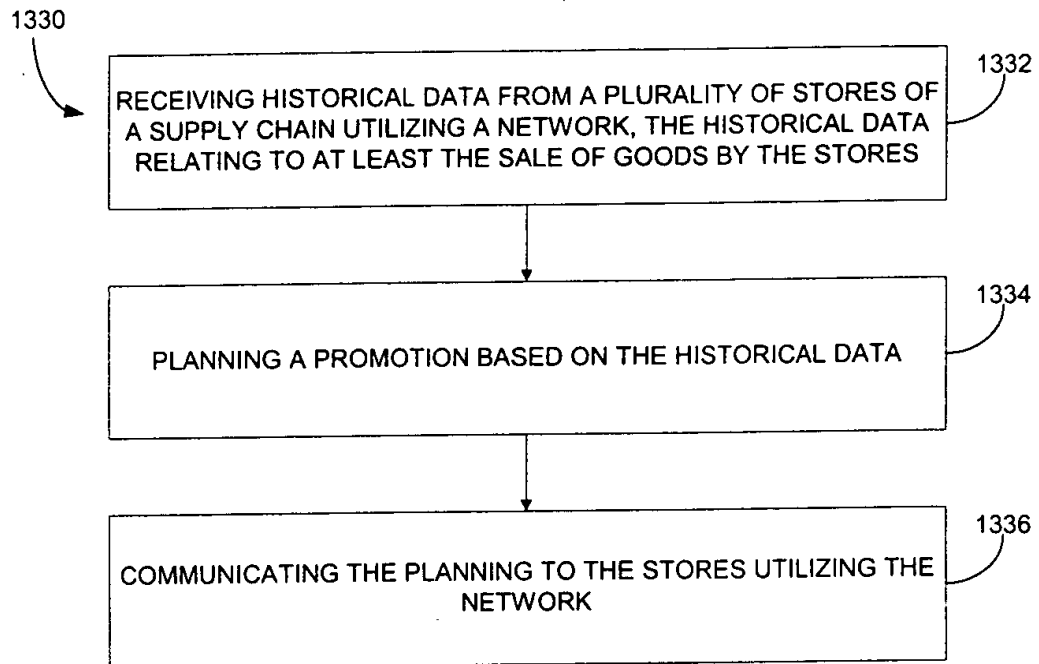


FIG. 13

0915727.070601



1430

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO
THE SALE OF GOODS BY A PLURALITY OF STORES IN A
PLURALITY OF REGIONS

1432

TAGGING THE DATA WITH A DATE ON WHICH IT WAS COLLECTED

1434

ORGANIZING THE DATA BY REGION AND DATES

1436

ASSESSING MARKET TRENDS UTILIZING THE ORGANIZED DATA

1438

FIG. 14

09315727.070501



1530

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF GOODS SOLD BY THE STORES

1532

COLLECTING INFORMATION RELATING TO A PLURALITY OF VARIABLES SELECTED FROM THE GROUP CONSISTING OF WEATHER, COMPETITOR ACTIVITY, AND A MARKETING CALENDAR

1534

PROCESSING THE DATA BASED ON THE INFORMATION RELATING TO THE VARIABLES

1536

GENERATING A FORECAST OF SALES BASED ON THE PROCESSING

1538

FIG. 15

0915727.070301

091577.070501



1630

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES, AND BEING IN A FIRST FORMAT ASSOCIATED WITH THE STORES

1632



SENDING THE DATA FROM THE STORES TO A SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

1634



TRANSLATING THE DATA TO A SECOND FORMAT ASSOCIATED WITH THE SUPPLY CHAIN MANAGER

1636

FIG. 16



1732

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO
GOODS REQUIRED BY A PLURALITY OF STORES INCLUDING A
PRODUCT IDENTIFIER PARAMETER, AND A FIRST COST
PARAMETER

1734

RECEIVING A SECOND COST PARAMETER ASSOCIATED WITH A
FRANCHISE MARK-UP

1736

CALCULATING A TOTAL COST BASED ON THE FIRST COST PARAMETER AND THE SECOND COST PARAMETER

1738

DISPLAYING THE TOTAL COST UTILIZING THE NETWORK WITH TCP/IP PROTOCOL

1830

RECEIVING DATA FROM A PLURALITY OF POINT OF SALE
OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF GOODS SOLD BY THE POINT OF
SALE OUTLETS

1832

CHECKING THE DATA FOR ERRORS

1834

IDENTIFYING THE ERRORS AS AT LEAST ONE SELECTED FROM
THE GROUP CONSISTING OF POINT OF SALE SET-UP ERROR,
POINT OF SALE ENTRY ERROR, BACK OFFICE ERROR, POLLING
ERROR, AND MENU ITEM MAPPING ERROR

1836

CORRECTING THE DATA USING THE IDENTIFICATION

1838

FIG. 18



1930

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

1932



IDENTIFYING A TIME FRAME OF A PLURALITY OF PAST PROMOTIONS

1934



ANALYZING THE DATA FOR EACH OF THE PAST PROMOTIONS UTILIZING THE ASSOCIATED TIME FRAME

1936



COMPARING THE ANALYSIS OF THE PAST PROMOTIONS

1938

FIG. 19

09015727.070604



2000

Restaurant
Management

Autonomous

Supply Chain
Management

Autonomous Forecasts
Shared in a structured manner

Collaborative
Forecasting

Separate Business
Unit Supported by
RM and SCM

Fig. 20

0915727-070501

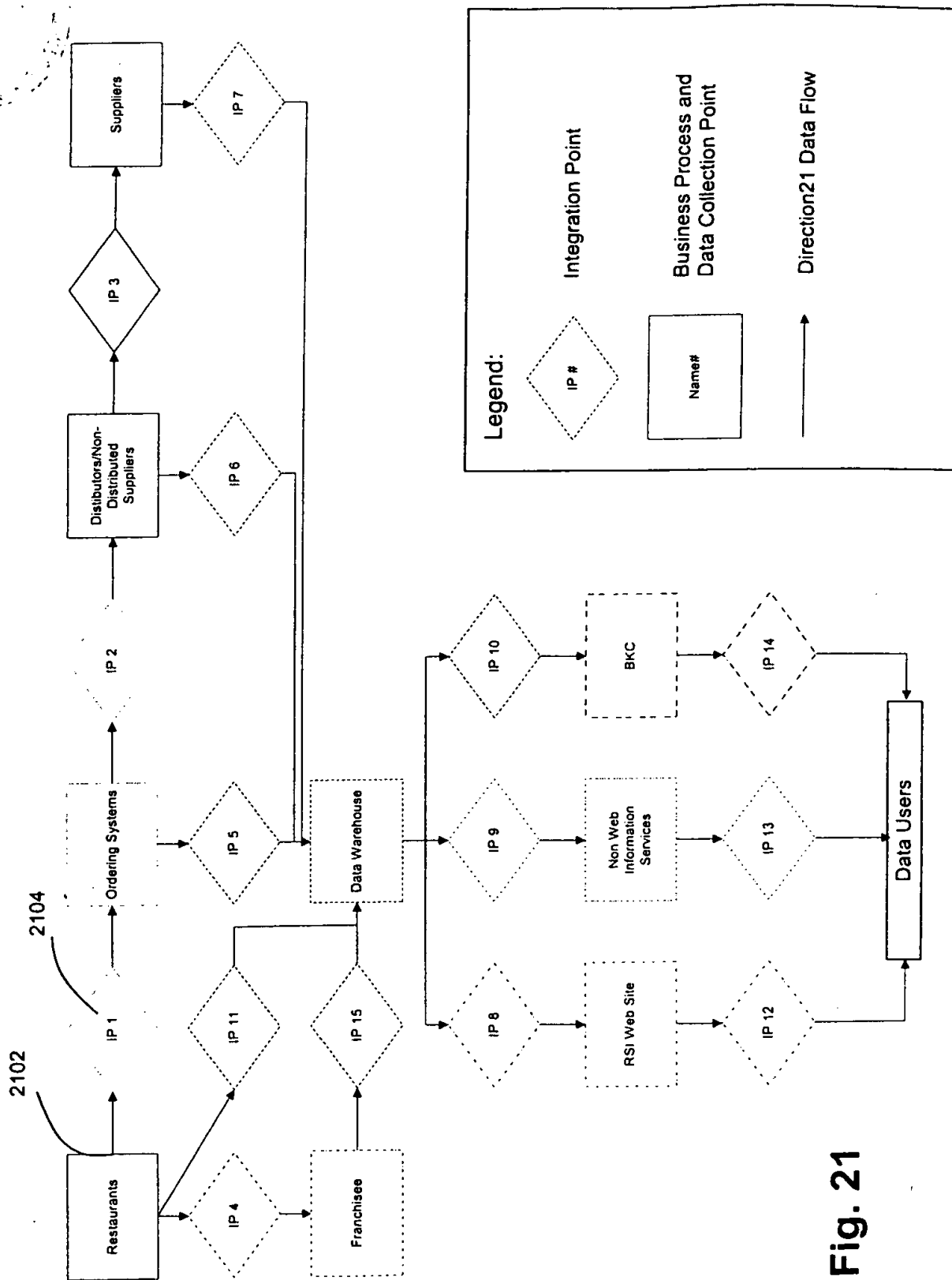


Fig. 21

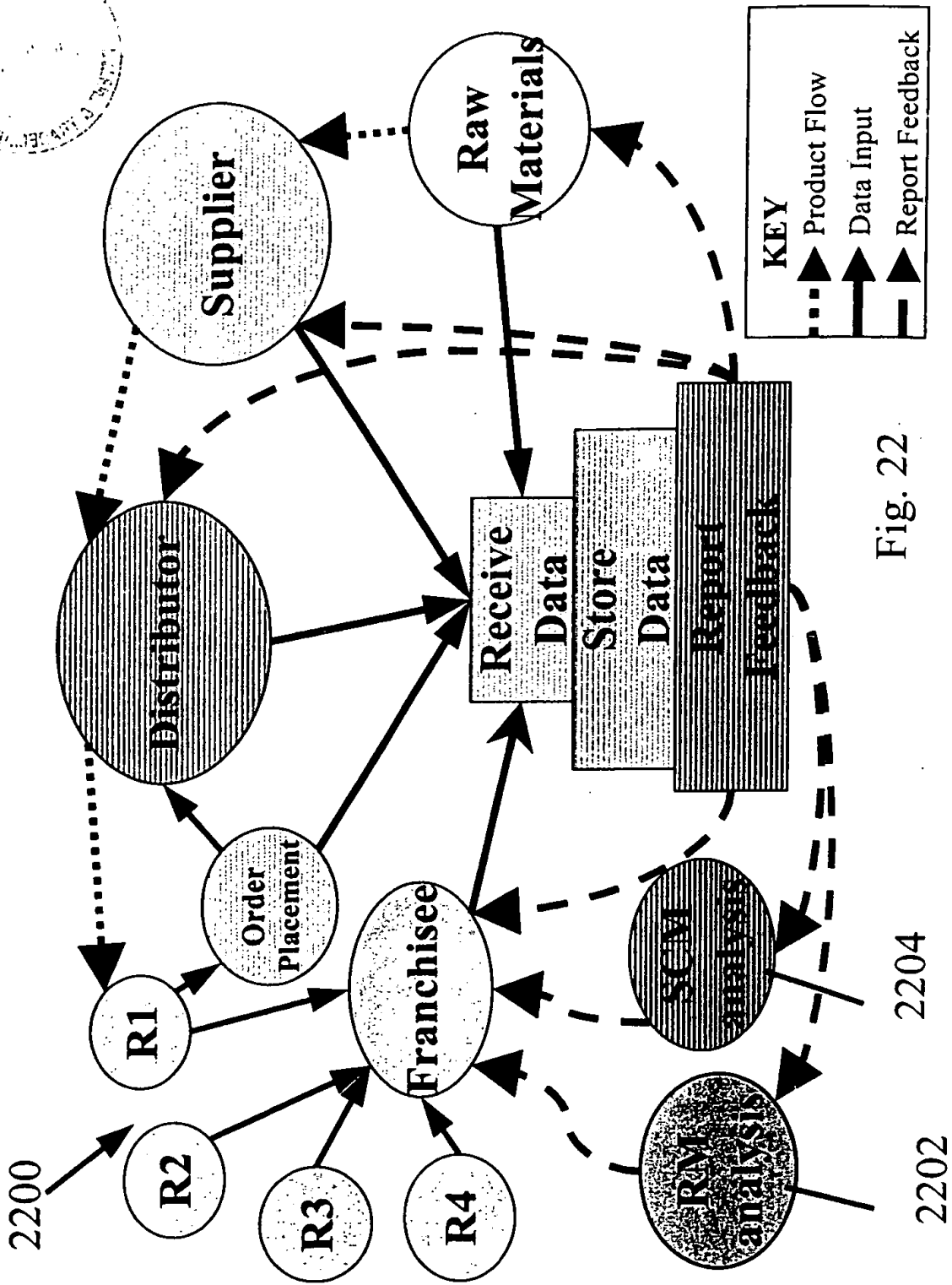
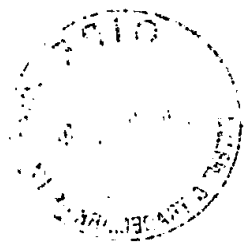


Fig. 22

00815727.00601

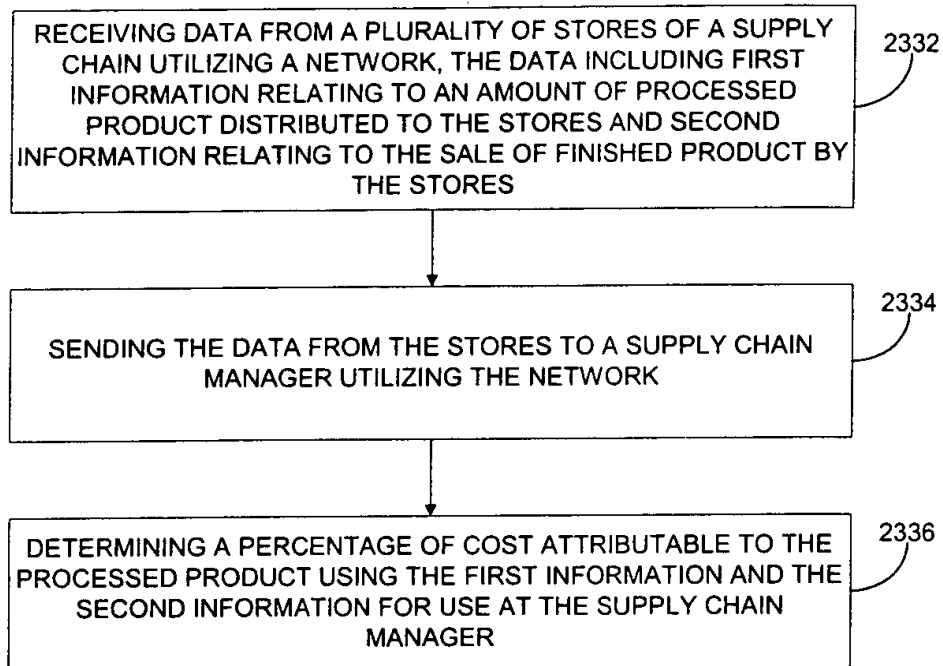
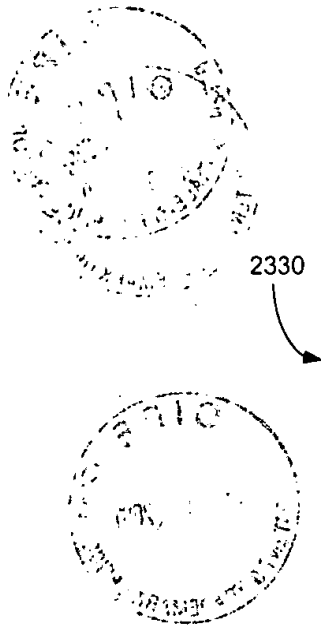


FIG. 23

FIG. 24

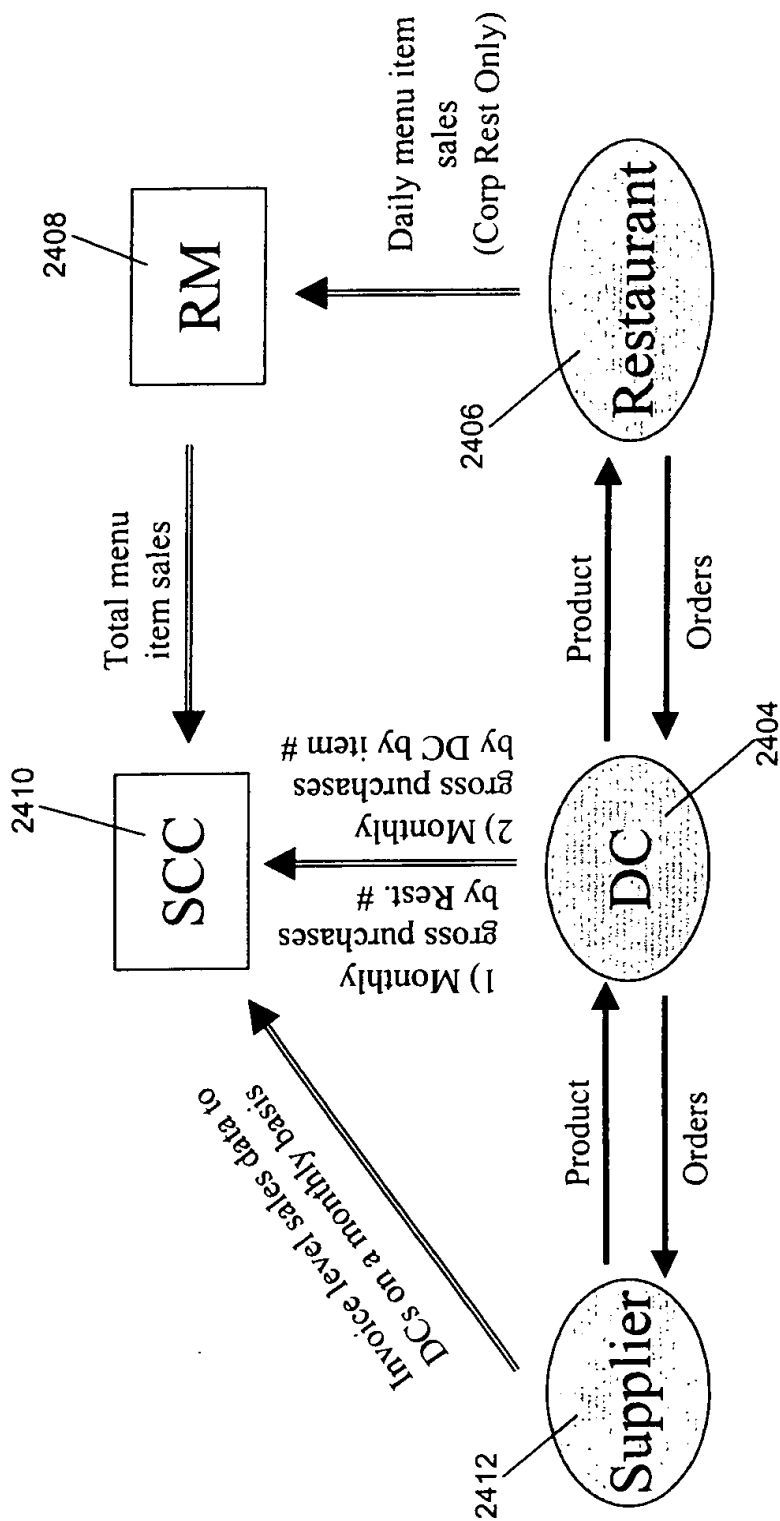


FIG. 25

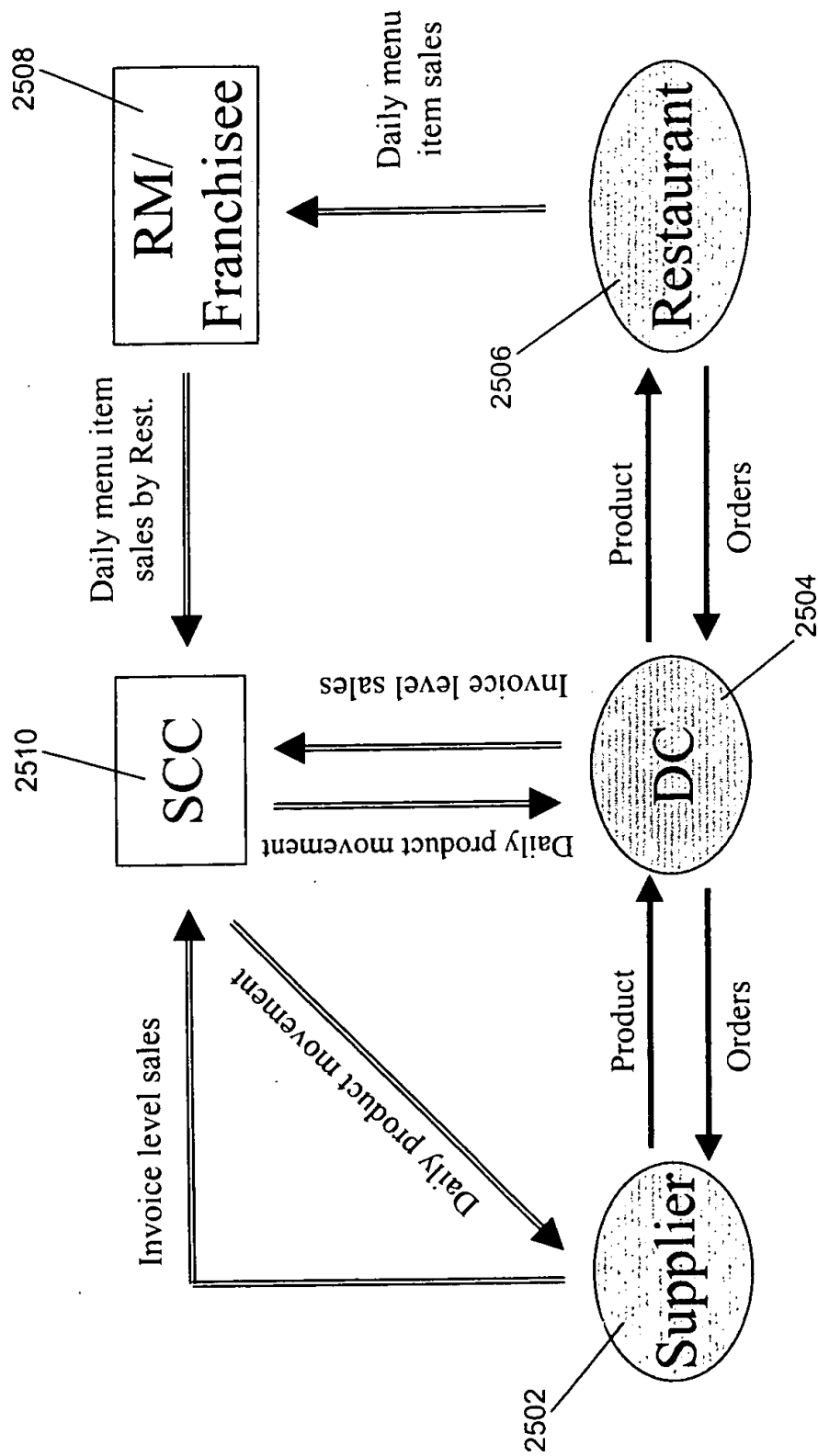


FIG. 26

2600

2602

2604

FIG. 20

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc....																

2600

2602

2604



FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Category	Segment											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%

2702

0915727.070601

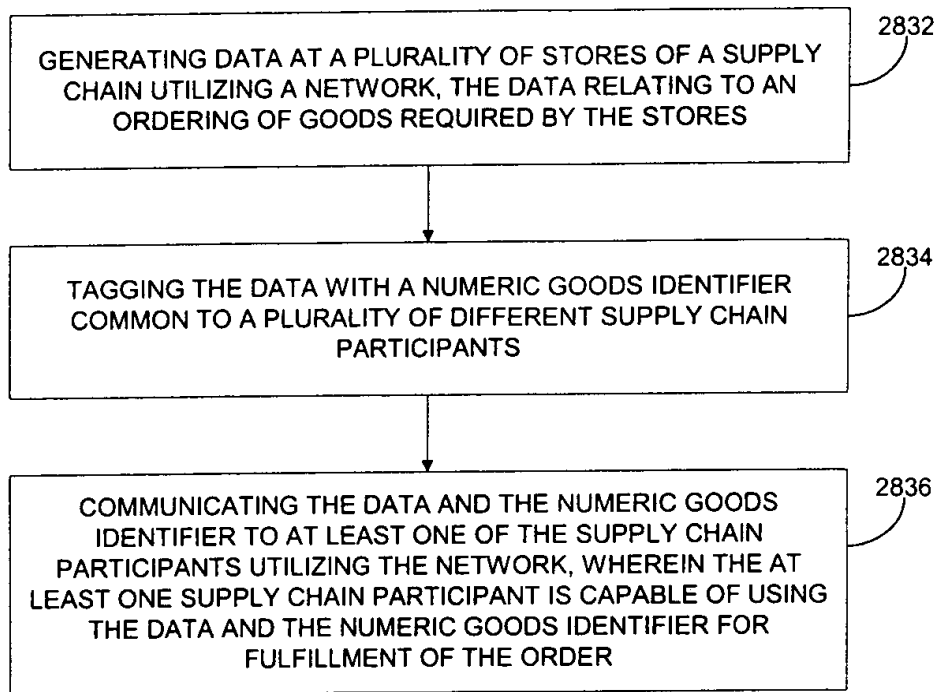


FIG. 28

10915727.07001
"42751860"



2930

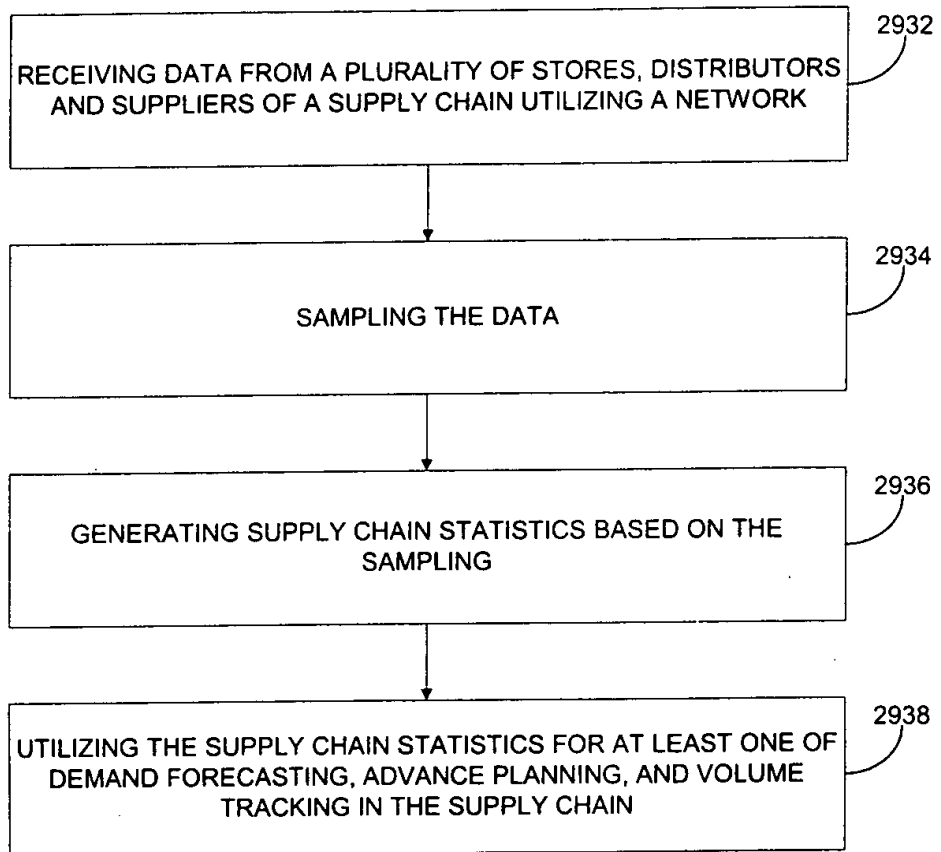


FIG. 29

FIGURE 22-51860



3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

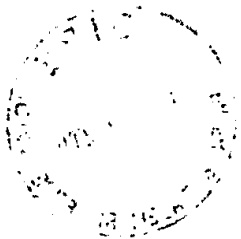
On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30



3100

**Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report**

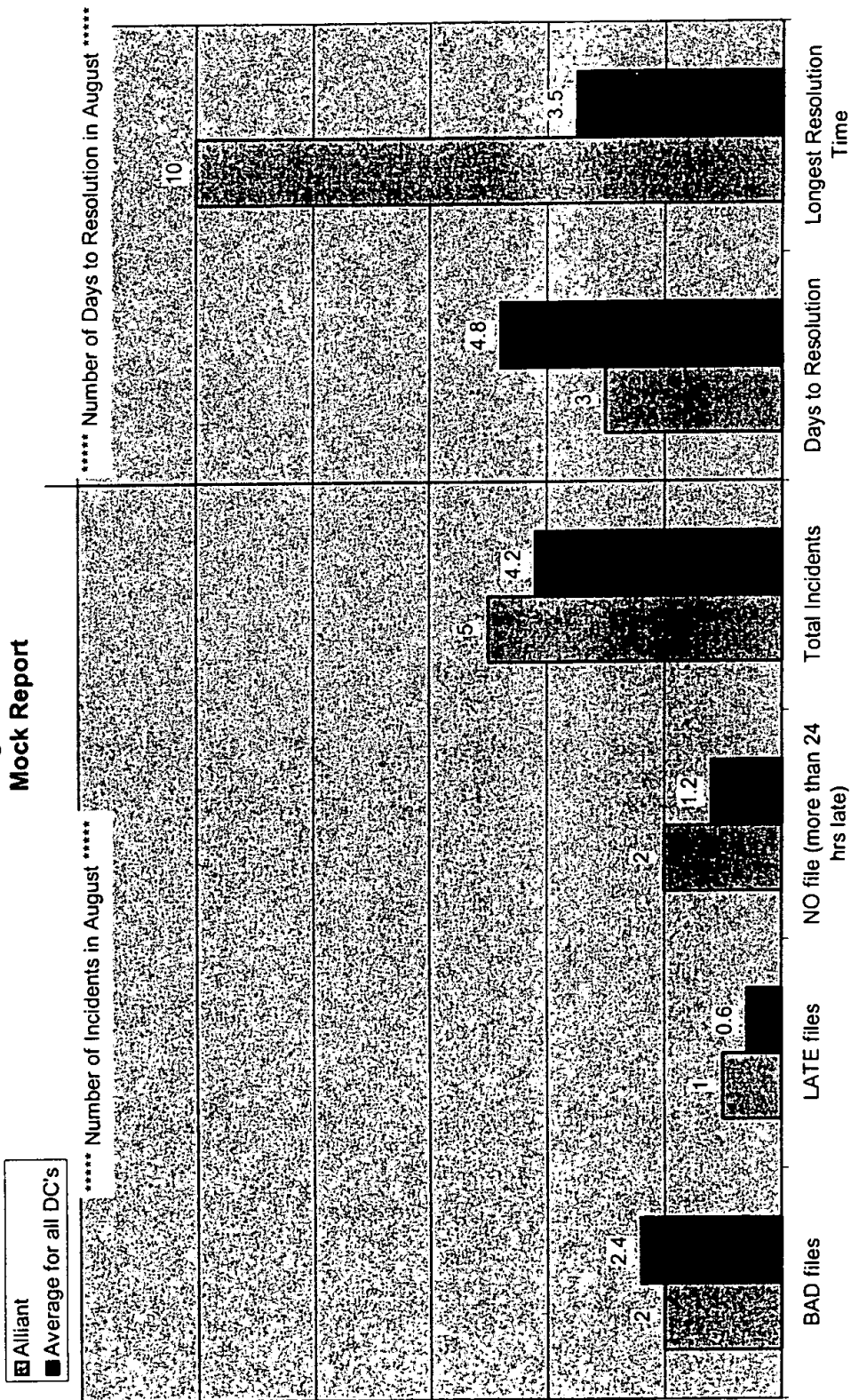


FIG. 31

709020" 4245T860

3200



Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.77%
Shamrock Commerce City		99.58%	85.13%
Shamrock Phoenix	98.81%		
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22

40
32

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 35

Service Level Reporting
November - Mock Report



3500



	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWABEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC.			
SILVER KING - MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

BEST AVAILABLE COPY

FO9040" 22451866

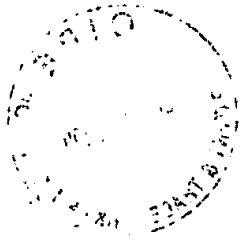
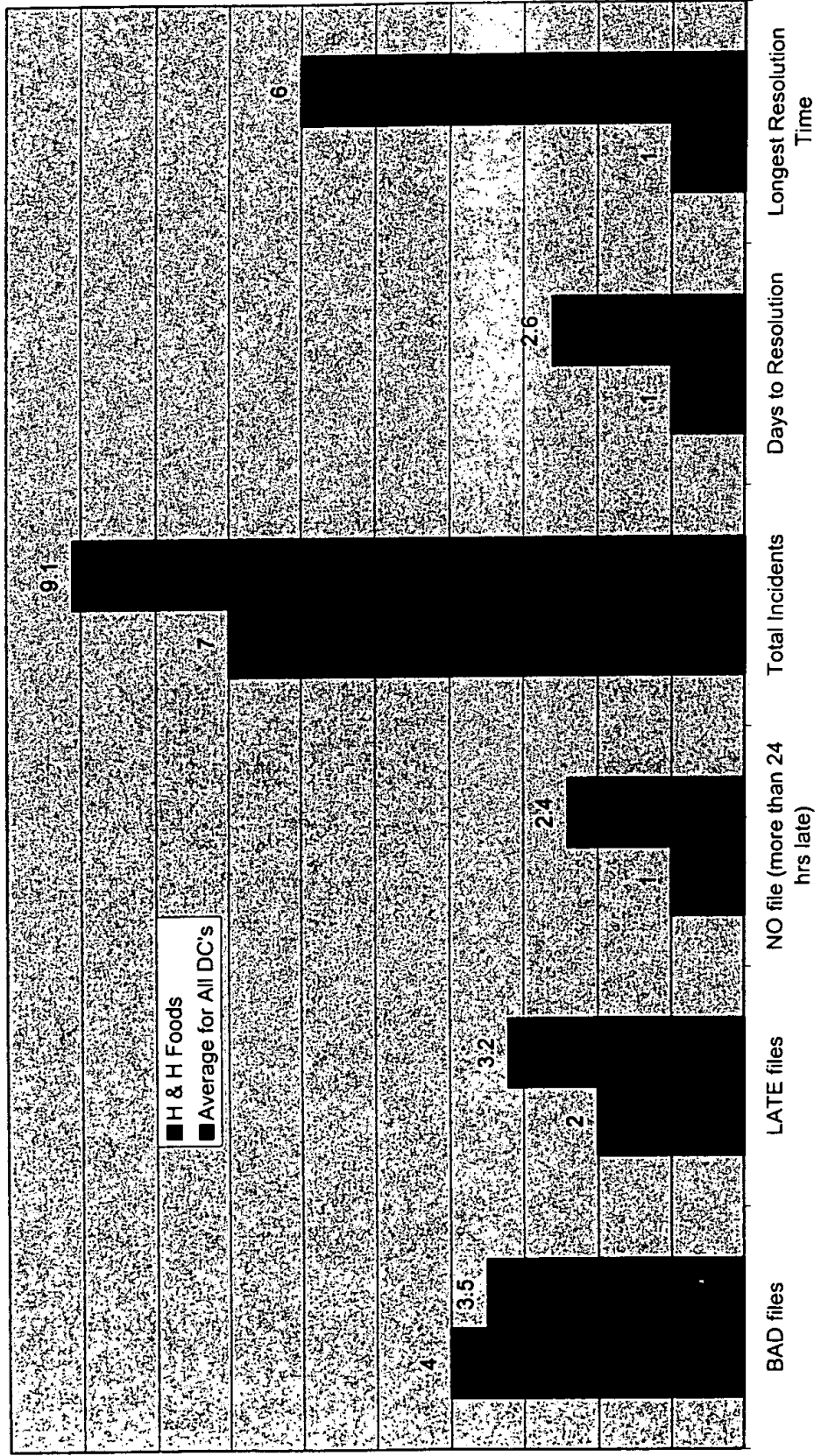


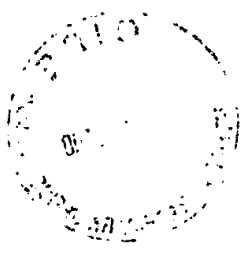
FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →



FOOD COST TEST



3600

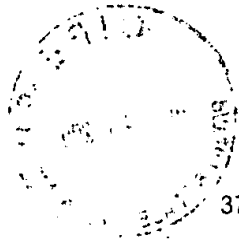
Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

09815727.070601



3730

IDENTIFYING DATA ASSOCIATED WITH A PROMOTION, THE DATA INCLUDING PROMOTION ITEM INFORMATION, LOCATION INFORMATION, AND DURATION INFORMATION

3732

CALCULATING A PROJECTED DAILY USAGE OF THE PROMOTION ITEM FOR A PLURALITY OF LOCATIONS BASED ON THE DATA

3734

OUTPUTTING THE PROJECTED DAILY USAGE OF THE PROMOTION ITEM UTILIZING A NETWORK WITH TCP/IP PROTOCOL

3736

FIG. 37



3830

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

3832

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

3834

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN, THE ELECTRONIC ORDER FORMS REQUESTING A CONFIRMATION OF THE RECEIPT OF THE ELECTRONIC ORDER FORMS

3836

DETERMINING WHETHER THE CONFIRMATION OF THE RECEIPT OF THE ELECTRONIC ORDER FORMS IS RECEIVED FROM THE DISTRIBUTORS

3838

GENERATING AN ALERT UPON IT BEING DETERMINED THAT THE CONFIRMATION OF THE RECEIPT OF THE ELECTRONIC ORDER FORMS WAS NOT FROM THE DISTRIBUTORS

3840

FIG. 38

09815727 "070601



09815727-070601

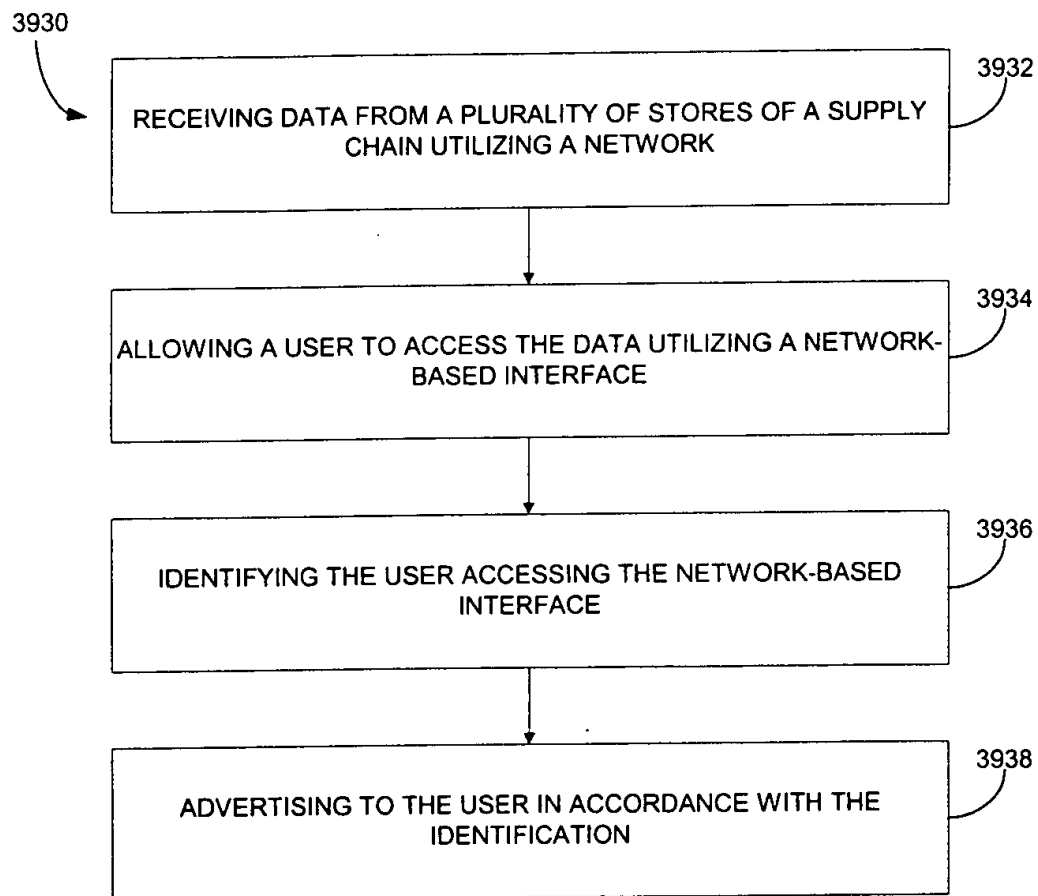


FIG. 39

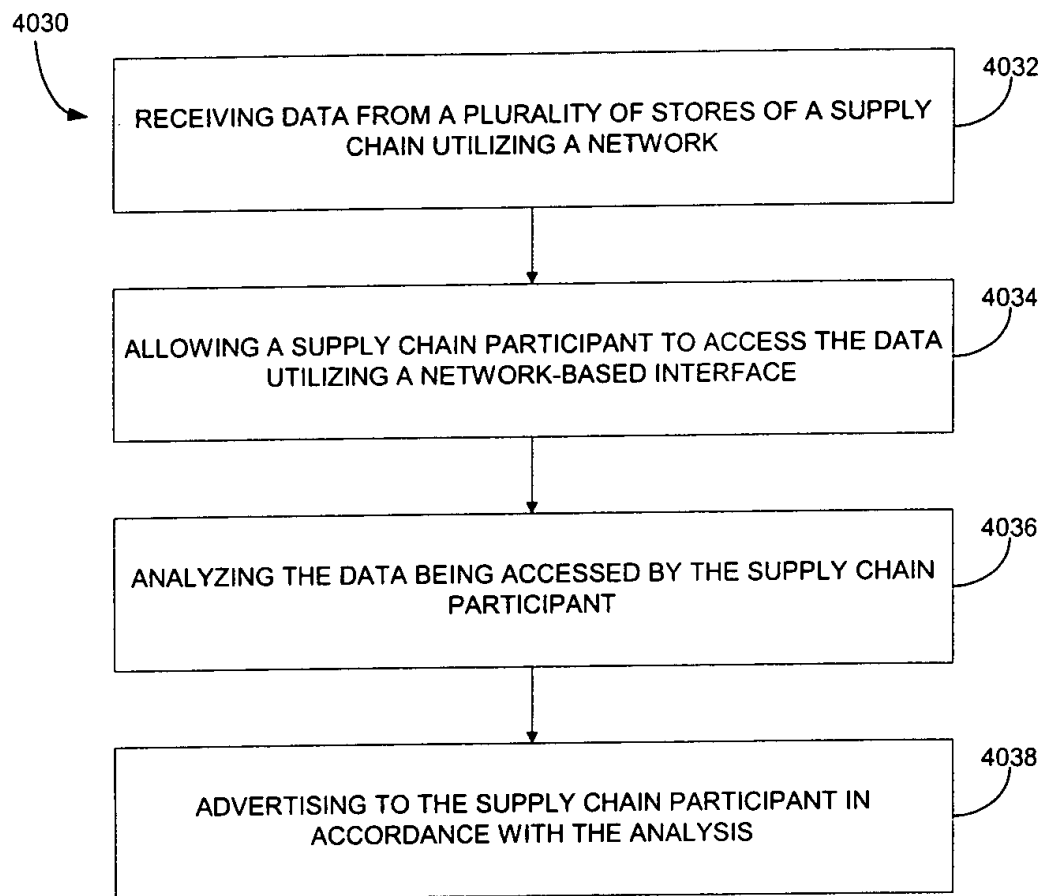


FIG. 40

0915727.070601

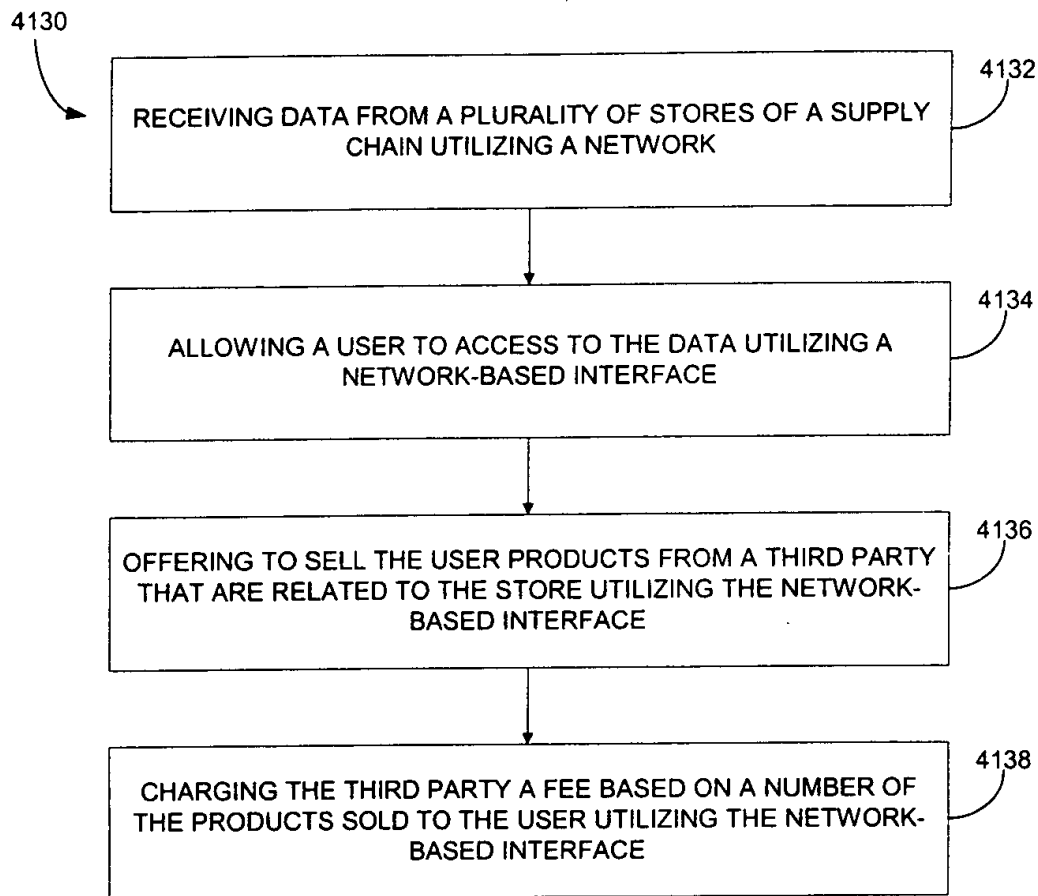
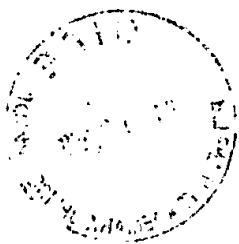


FIG. 41

09815727-070501

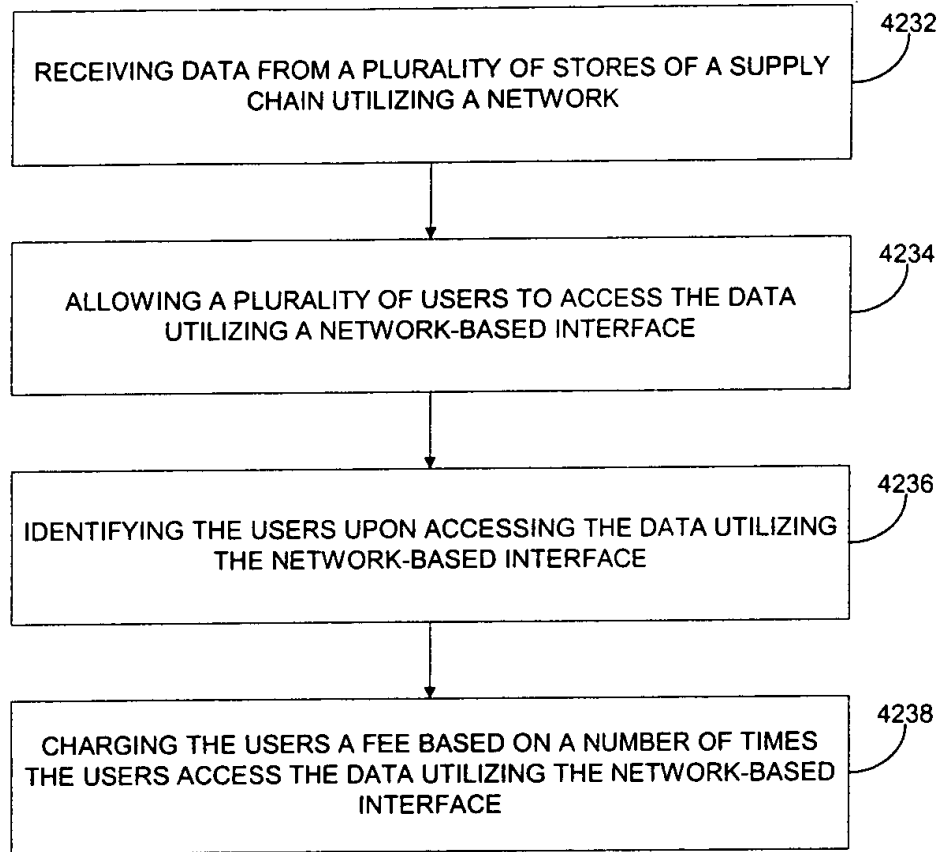
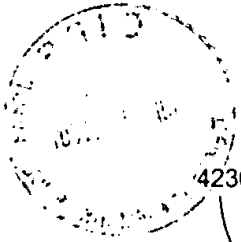


FIG. 42

091577.07001

09815727.070501

4330

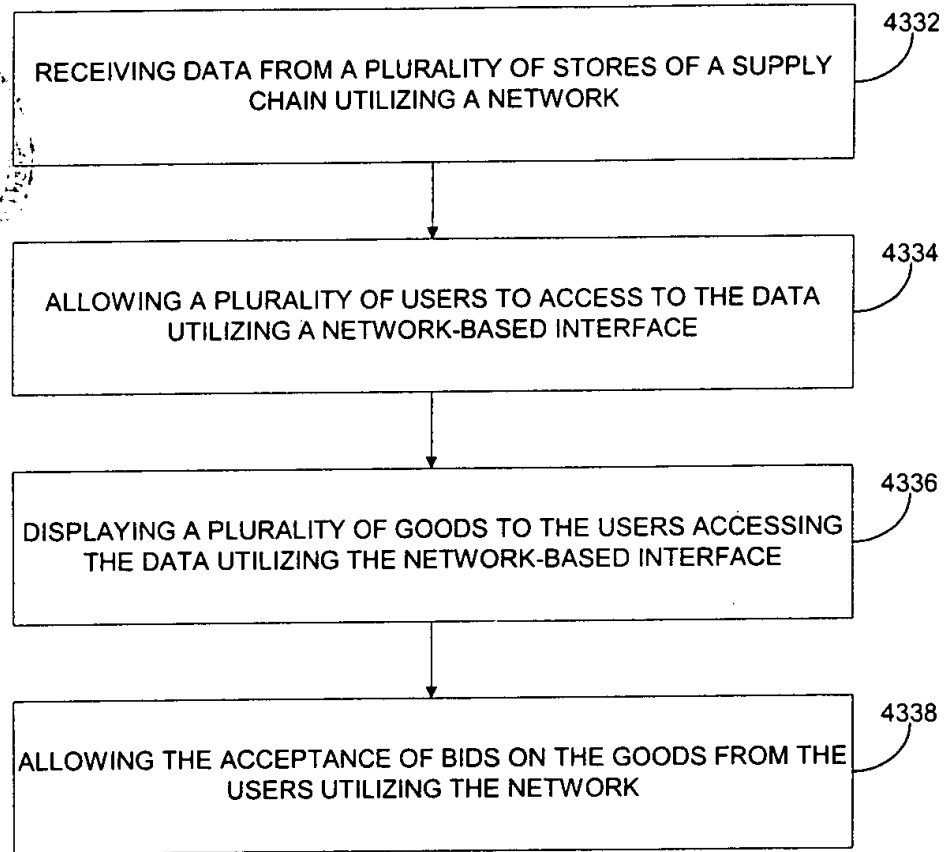


FIG. 43A



4350

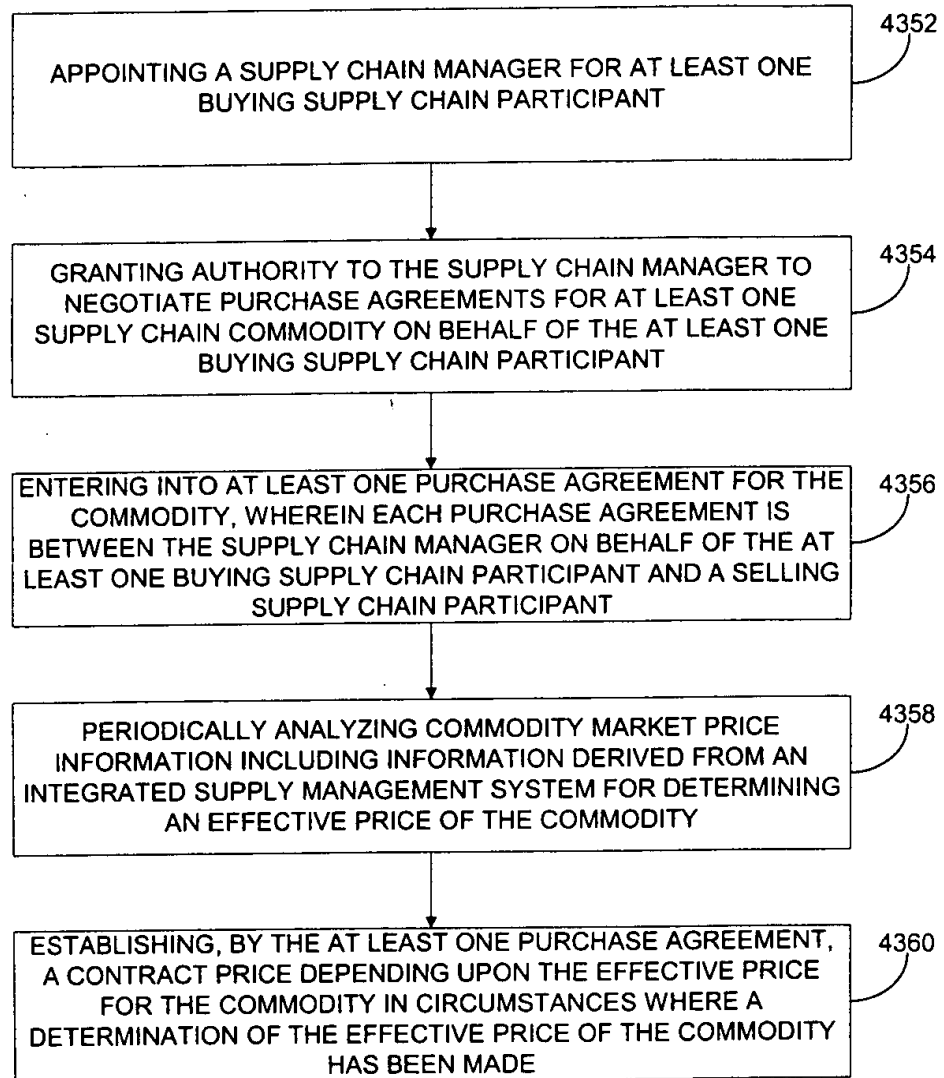


FIG. 43B

0915727-0001

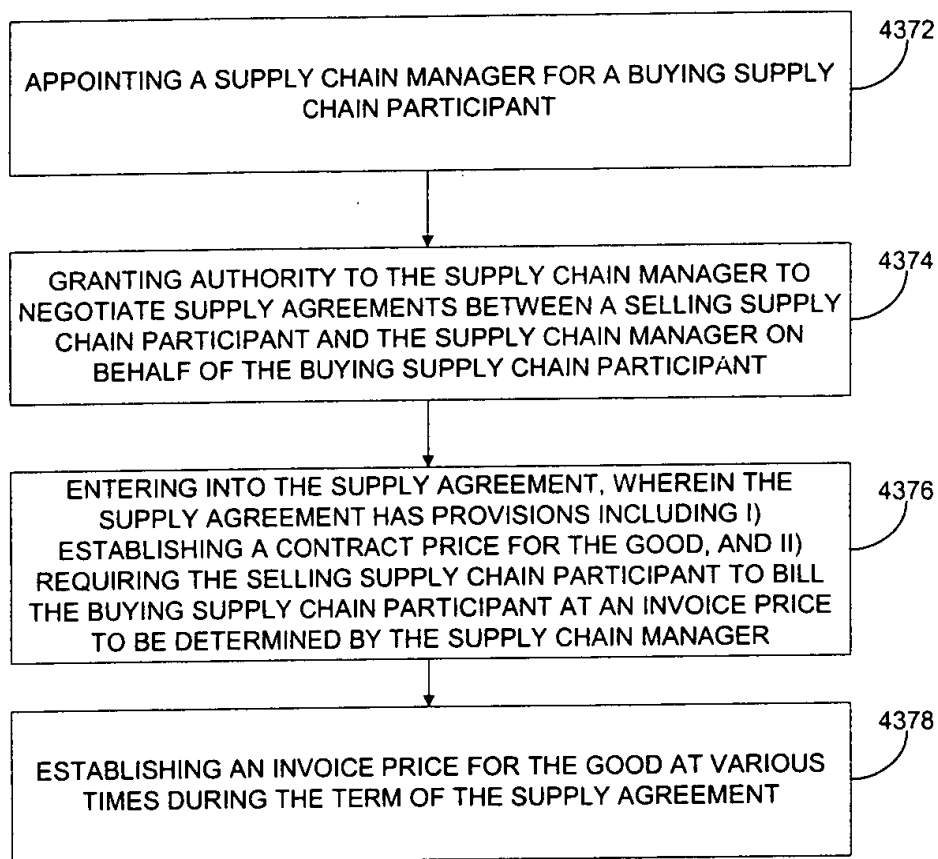
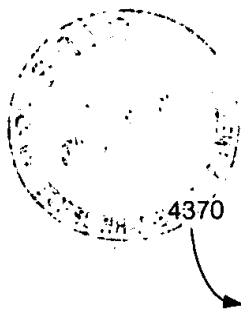


FIG. 43C

091527.070601



4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN
MANAGER A COMMODITY POSITION PRICE

4394

FIG. 43D

091577.00501
T09070" 225T860

001574.00501
T09020"4245T860

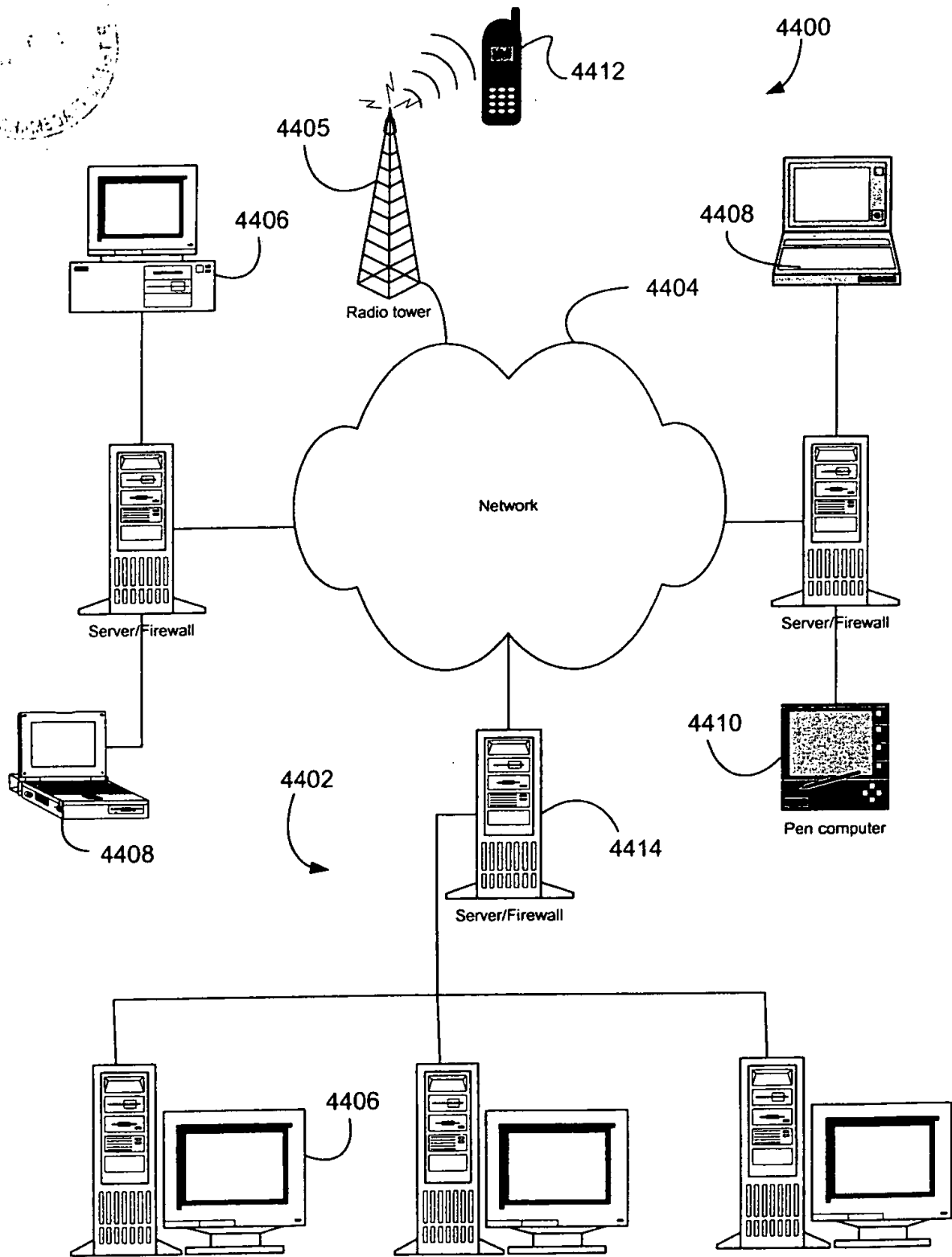


FIG. 44

FIG. 45

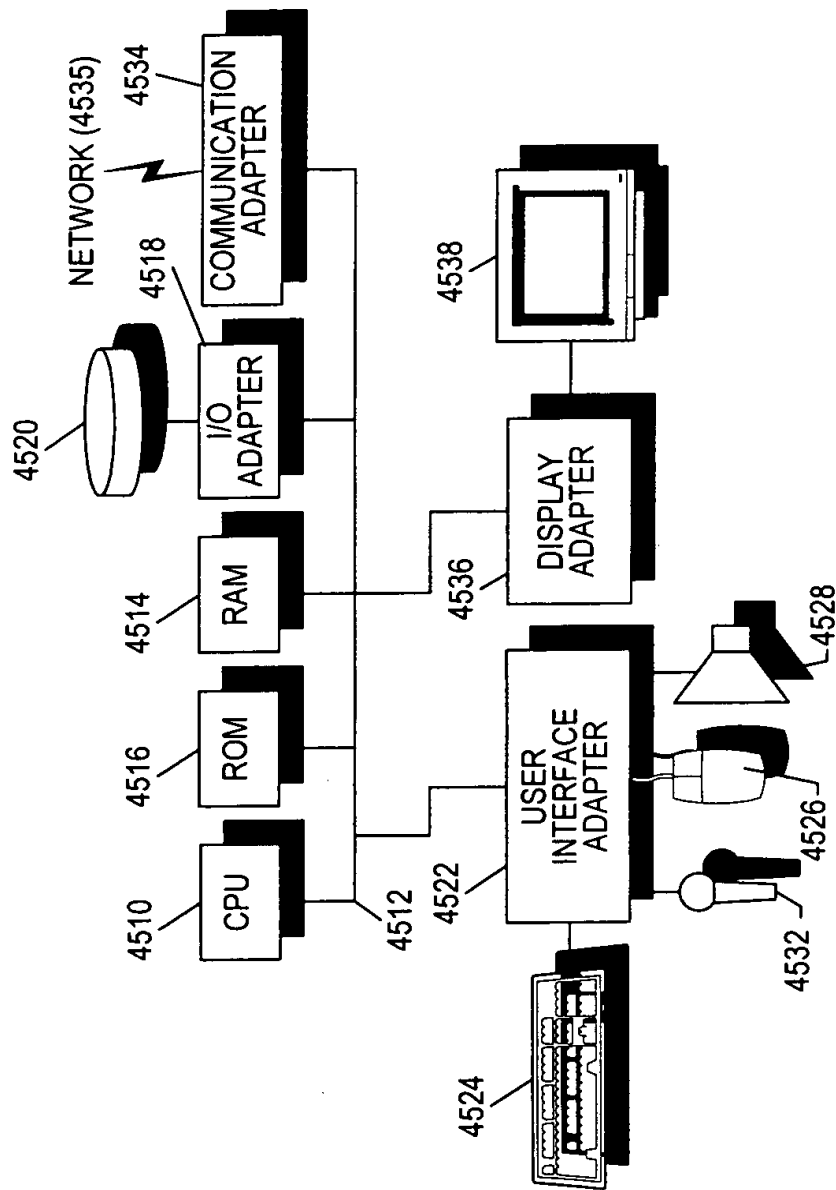


FIG. 45

09815727.070601

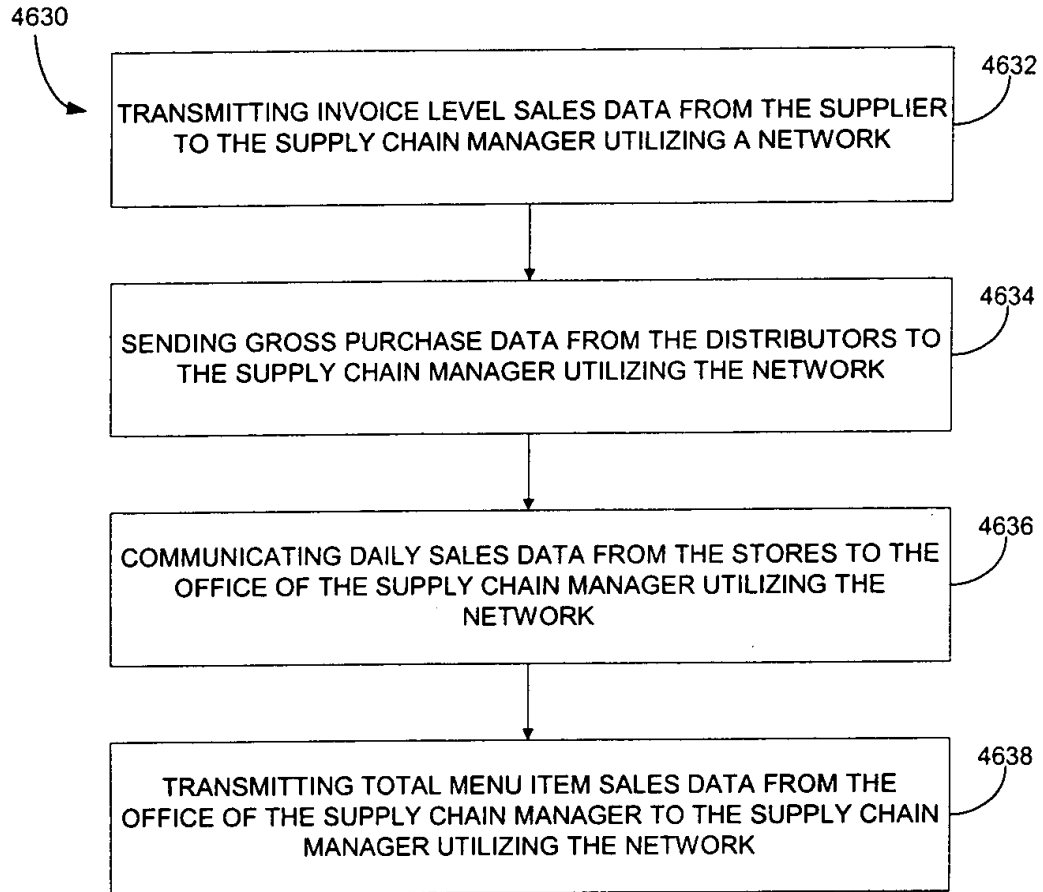


FIG. 46



4730

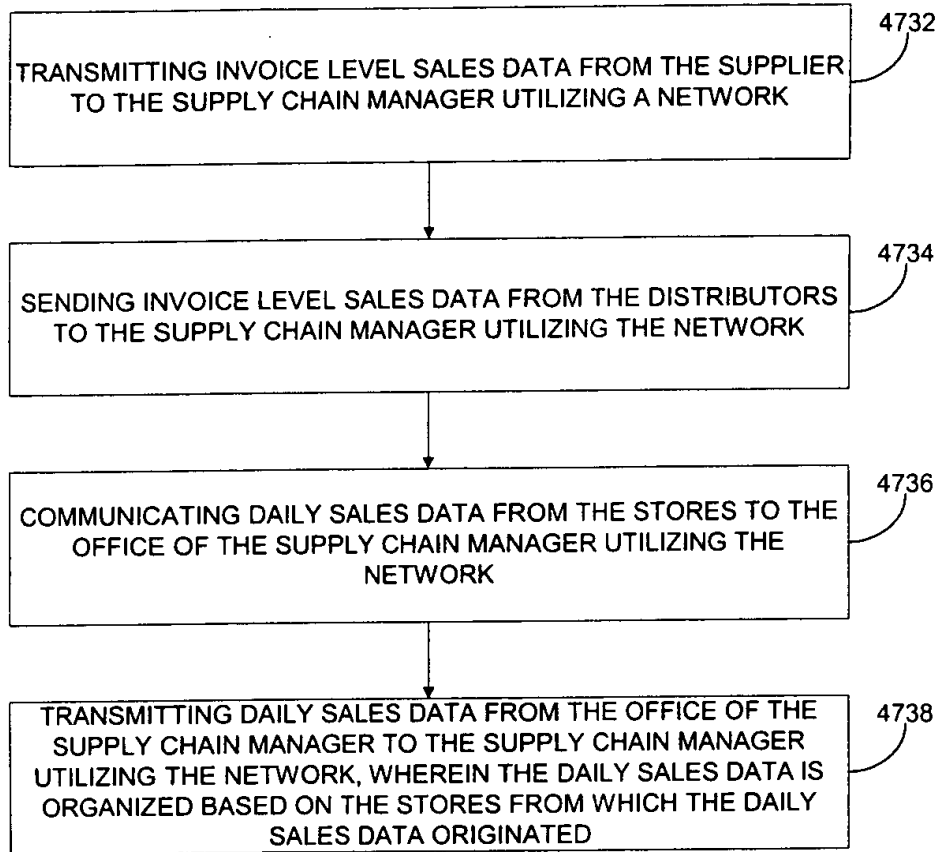
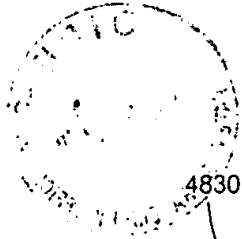


FIG. 47

0915727-0601



4830

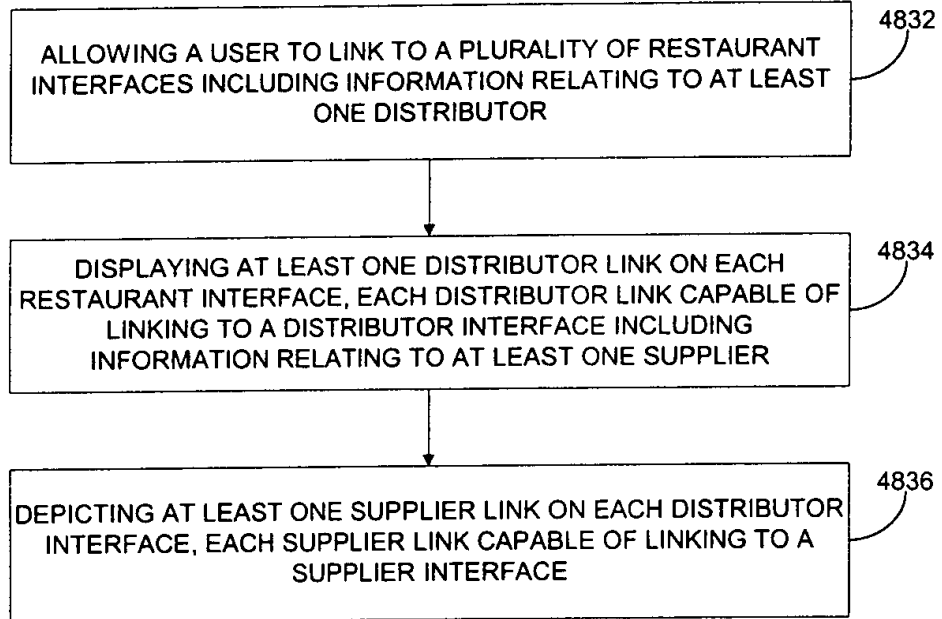
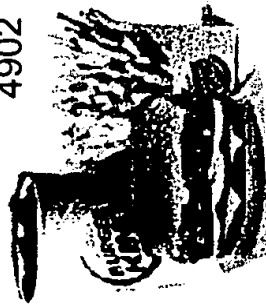


FIG. 48

09815727-070601



Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

03/25/2011

Franchisee

Passat

.....

Enter Site

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8 300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

Contact Information

Map/Directions

General Information

Legal Information

More About RS!

Hand

BlkC link

NEA link



TS09040"424ST860

TSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.tsiweb.com/home/start.asp

TSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

5004

Franchisee 5006

- POS/BOH System
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- Redbook
- More

Reports 5002

- Landed Cost
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- More

Personal Info 5010

- Change Password
- Edit Personal Info
Edit your personal information.
- More

Legal Information 5012

Terms and conditions of usage and Privacy Statement.

5000

©2000 Restaurant Services, Inc. All Rights Reserved.

Internet

FIG. 50



5130

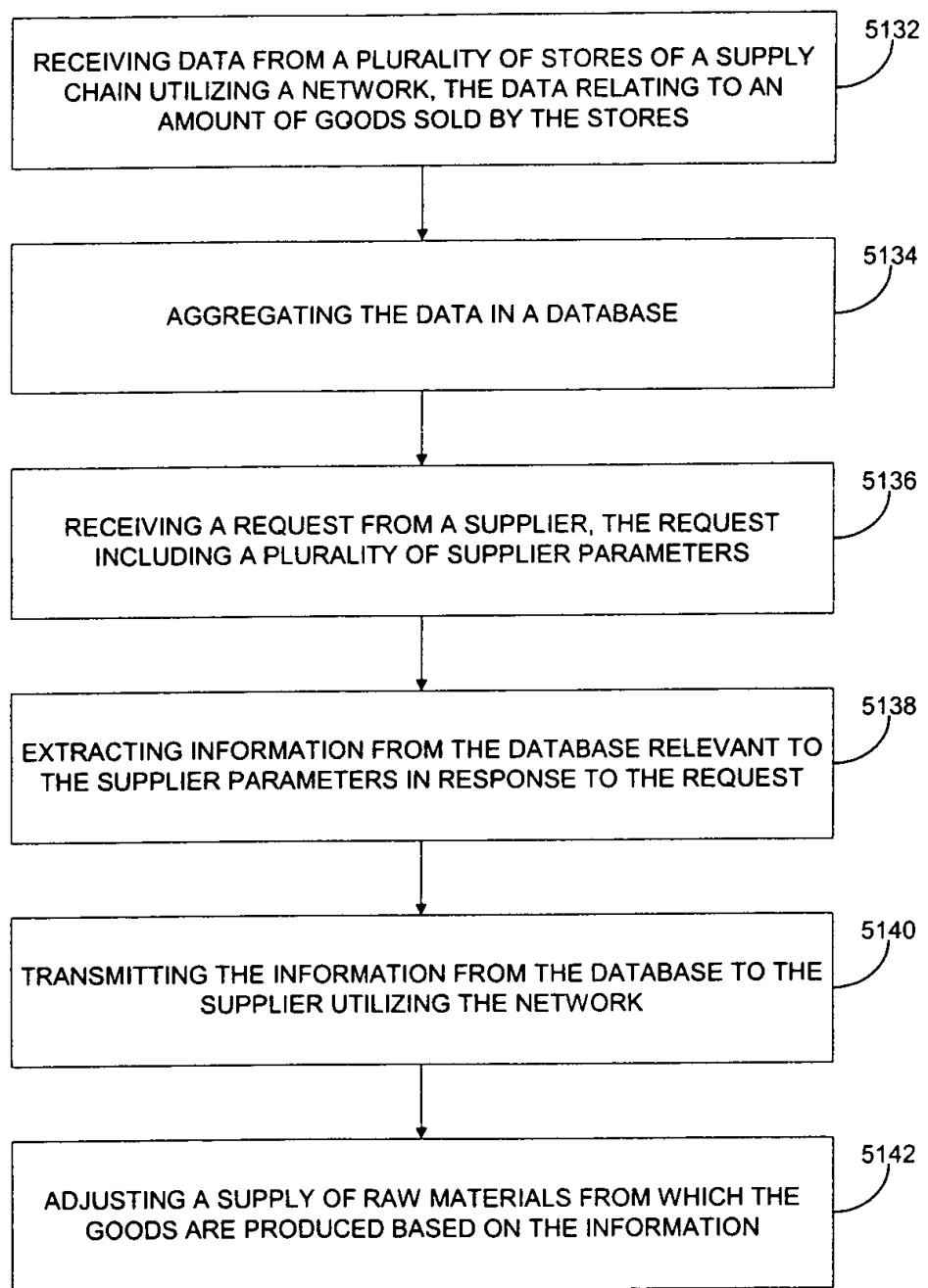


FIG. 51

109040" 22451860

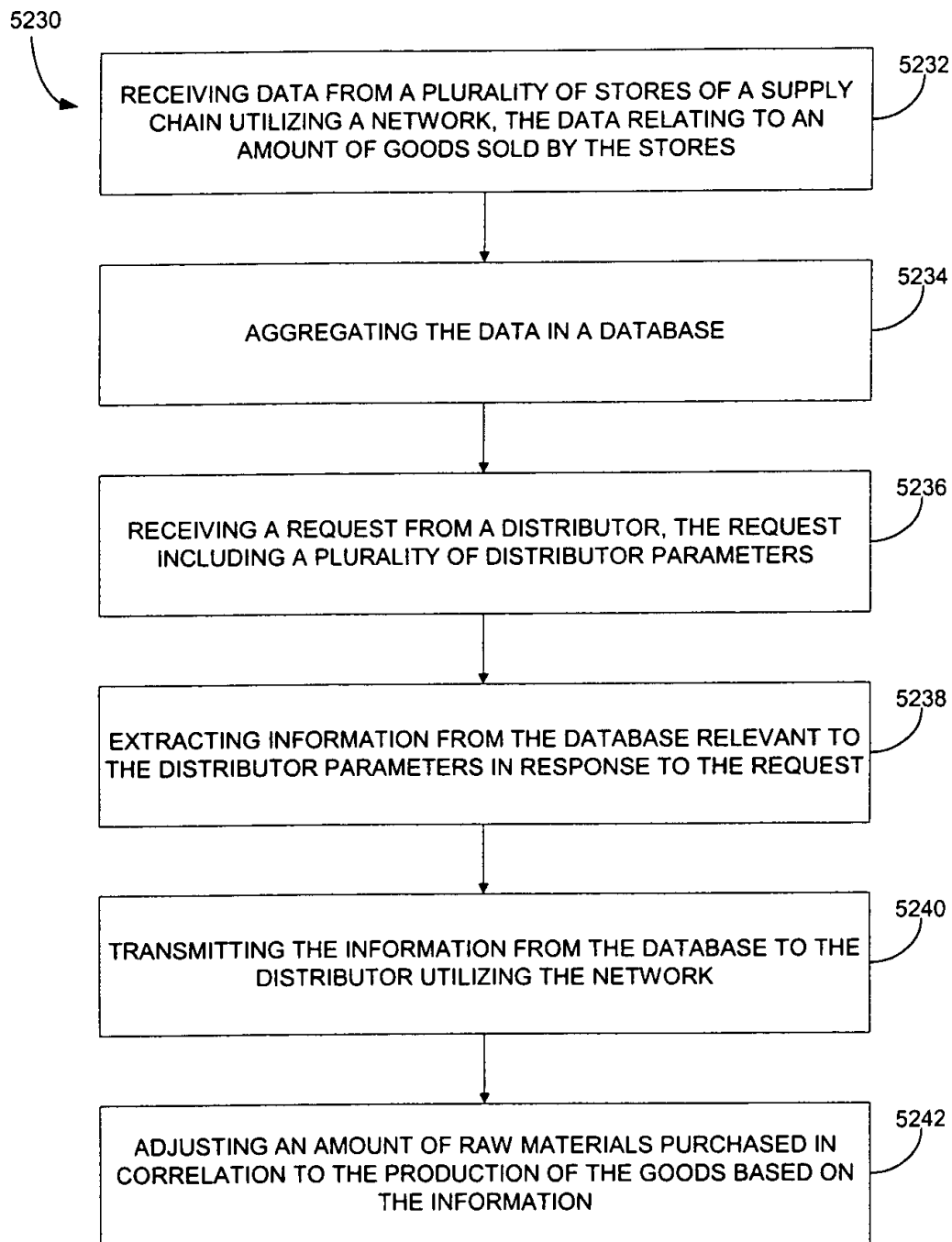
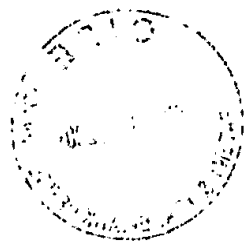


FIG. 52

09815727.070601

709040" 4245T860

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Address: http://www.isiweb.com/dc/d_rjposdaily.asp

RSI

Distributor

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Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor

Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE

Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	Item Description	14 Day Rolling Total Cases	14 Day Rolling Total Cases														Week Ending Total		
			10/09	10/10	10/11	10/12	10/13	10/14	10/15	10/16	10/17	10/18	10/19	10/20	10/21	10/22	10/23	10/24	10/25
18080	SAUCE: BBQ BULK	0.00%																	
20788	MUSTARD: BULK BK	0.00%																	
24340	MAYONNAISE: BULK BK	0.00%																	
24900	STRAW: WRAPPED	0.00%																	
25318	FORK: WRAPPED	0.00%																	
25402	KNIFE: WRAPPED	0.00%																	
27062	KETCHUP: BULK BAG	0.00%																	
27000	KETCHUP: PACKETS	0.00%																	

Internet

Date

FIG. 53

100040" 4245T260

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address: http://rest.rsilink.com/dc/d_rptpromodelall.asp?dc=26576

RSI

Distributor

LOGOUT

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Reports

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Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-Rt-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/23/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuq, IA	4/15/00		99	19	
	Davenport-Rt-Moline, IA	4/15/00		99	17	
	Ottumwa-Kirkville, IA	4/15/00		99	3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

Date

Internet

FIG. 54

TEST00000000

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/supplier/s_rpbosdaily.asp?report=true

RSI
Supplier

LOGOUT
HOME

Reports
Personal Info
Legal Information
Help

Supplier: TYSON FOODS

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Printer Friendly Version

Supplier: TYSON FOODS

5500

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FOB Point	DC	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	Week Ending Total
TOTAL																		
Total of DC Locations																		
CHICKEN																		
6 PATTY																		
CHICKEN BK																		
7 BROILER																		
CHICKEN																		
8 TENDERS																		
CHICKN																		

Week Ending Total	10/9	10/2	9/25	9/18
1700	774	785	781	
330	327	354	344	
1,815	1,808	1,418	1,203	

Done

Internet

FIG. 55

709020" 42451860

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.isiweb.com/fran/i_rplc.asp?report=true

RSI

Member

LOGOUT

HOME

Franchisee Reports

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Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

5600

Printer Friendly Version

Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4430	REGISTER TAPE THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12880	3580	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18880	359	SAUCE-BULK-KRAFTBULL'EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20768	67	MUSTARD-BULK 30AL	\$6.46	\$1.57	\$8.03
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATERICE MOUNTAIN 5L	\$8.41	\$1.57	\$9.98

Done Internet

FIG. 56

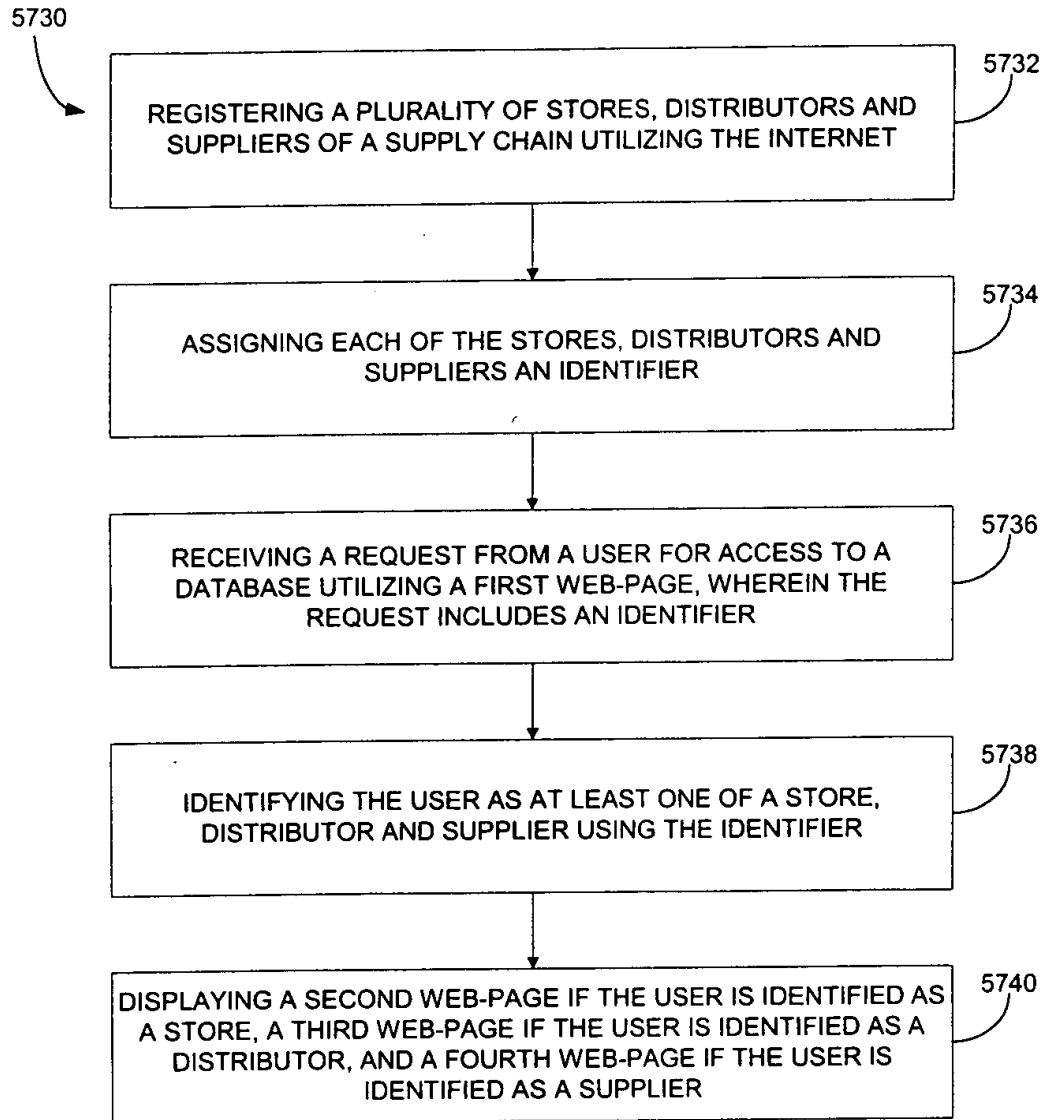


FIG. 57

FO9020" 4245T860



5804

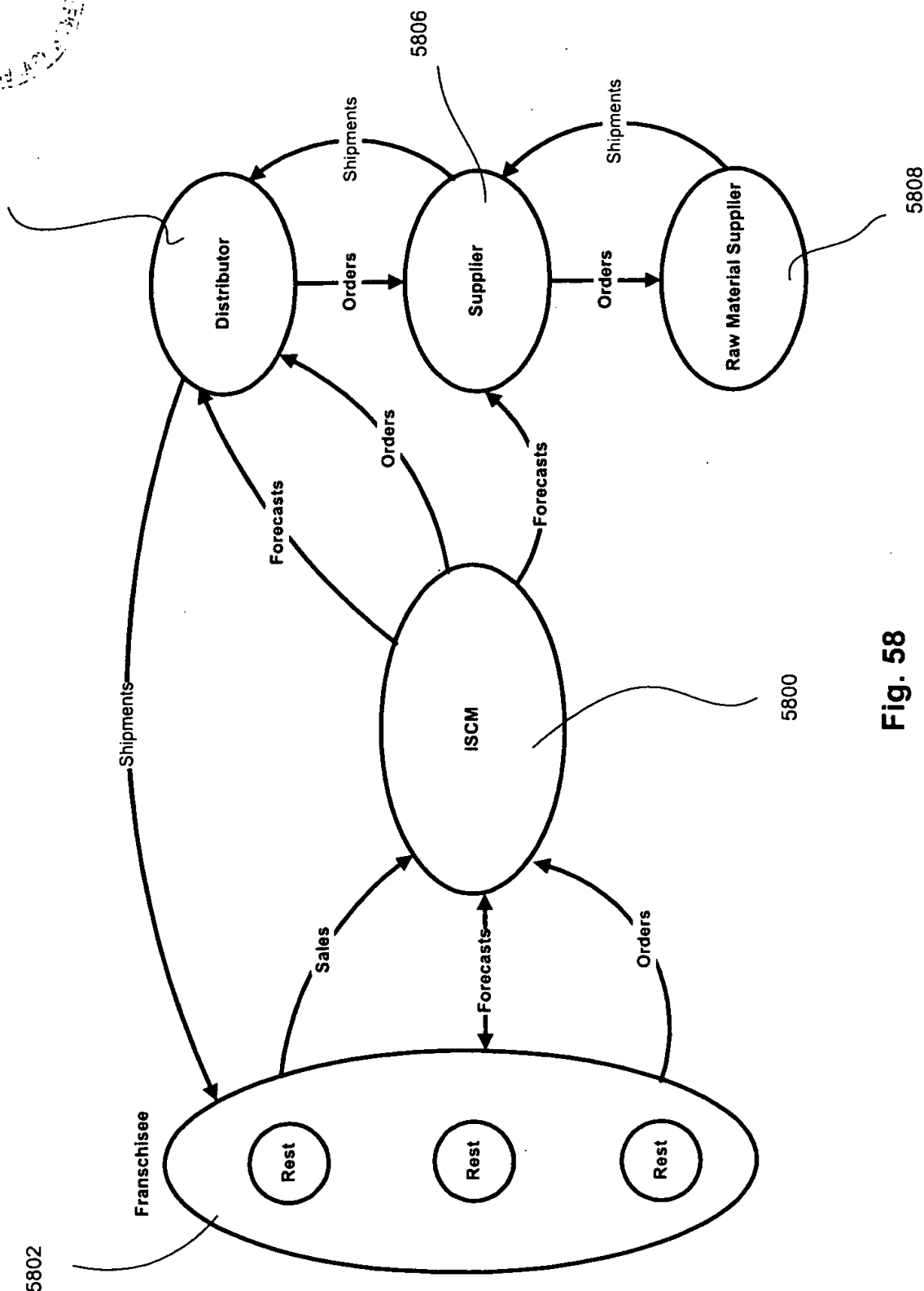


Fig. 58



5930

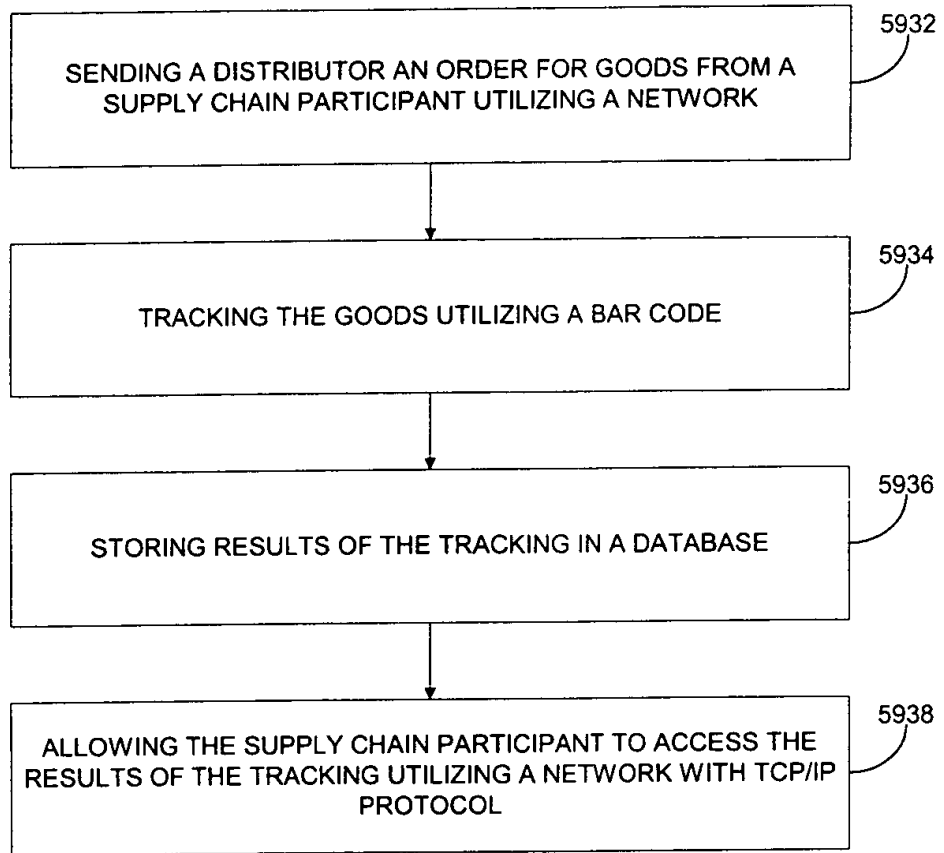


FIG. 59

09815727.070601

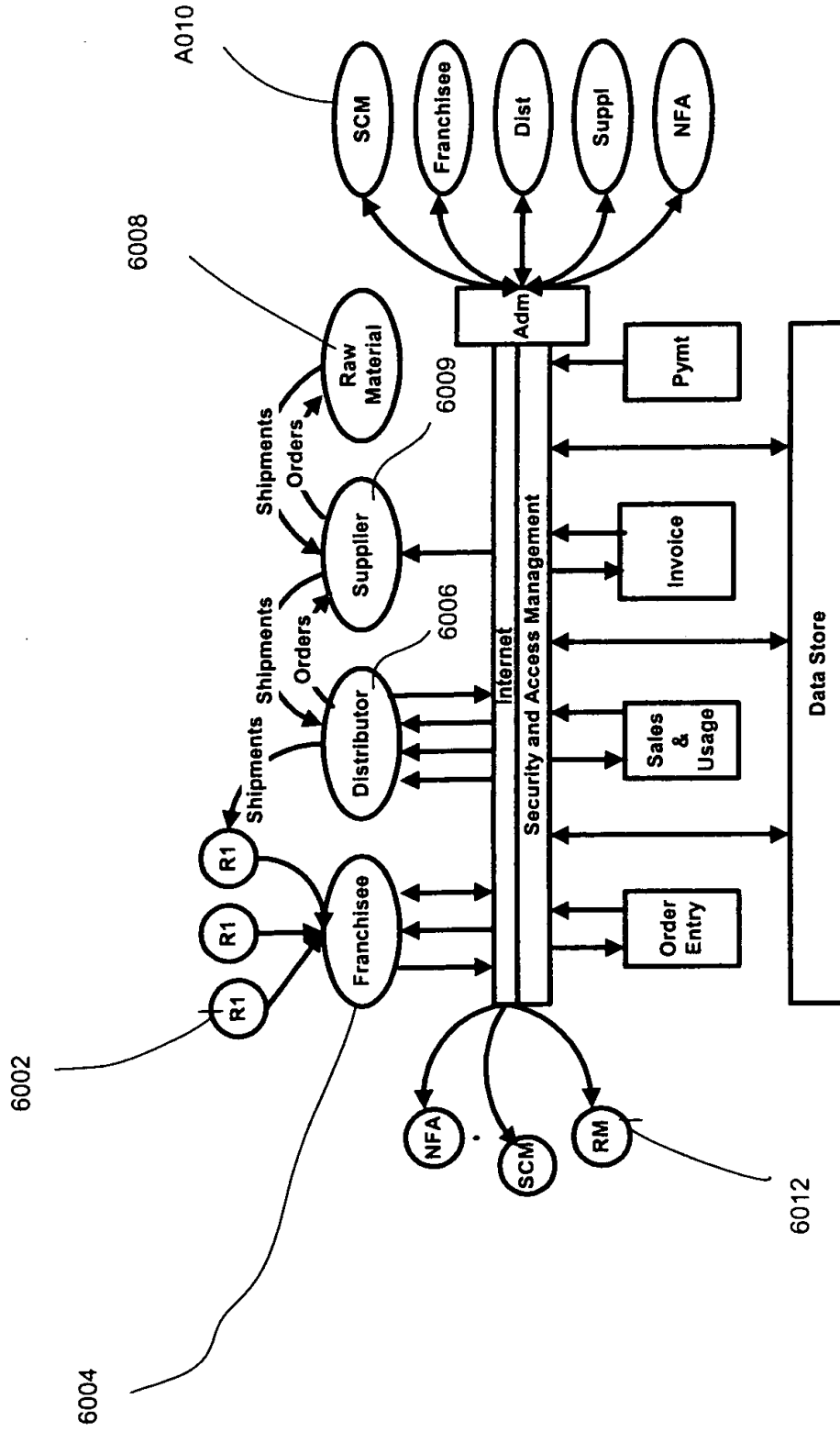


Fig. 60

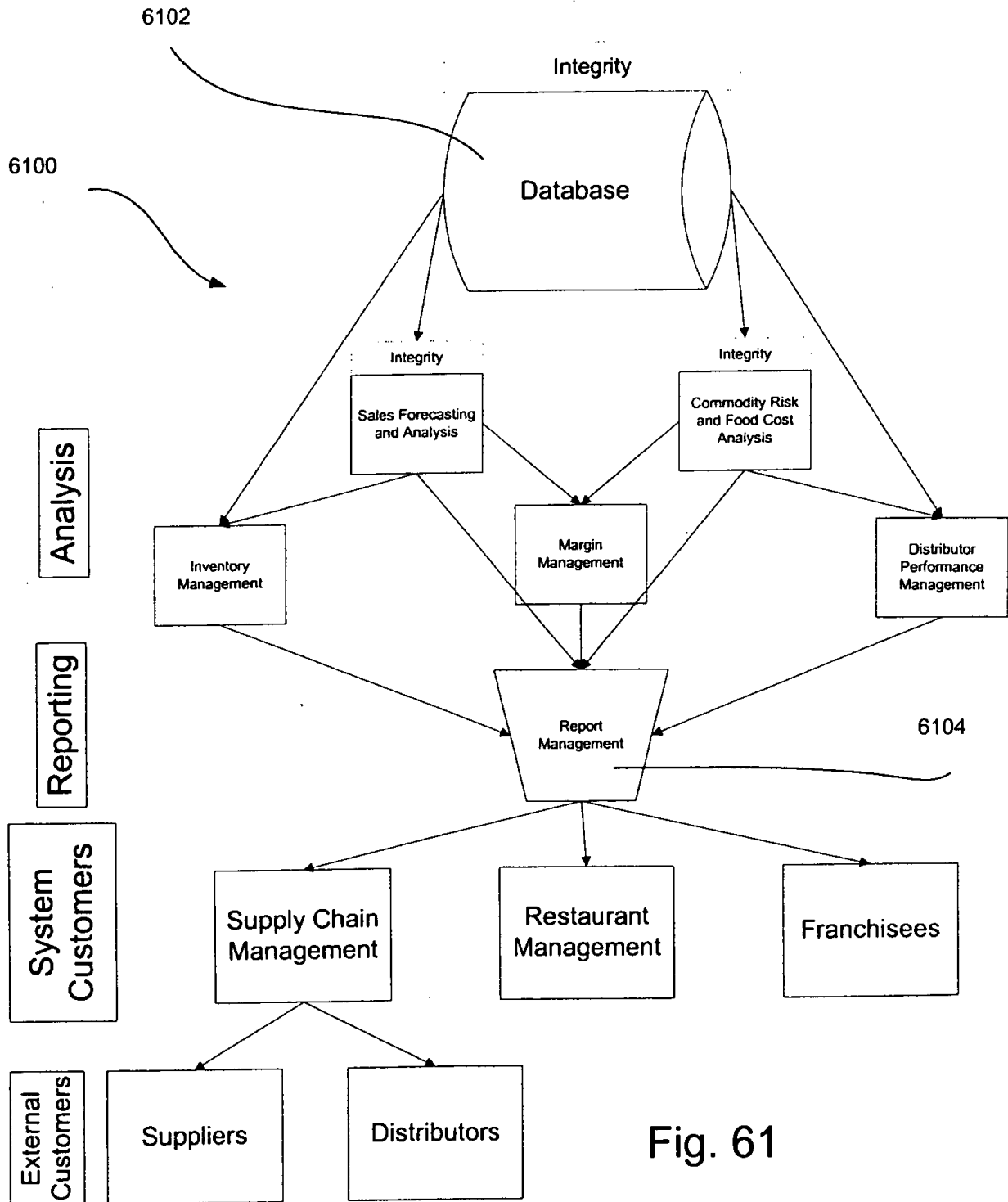


Fig. 61

FIG. 62

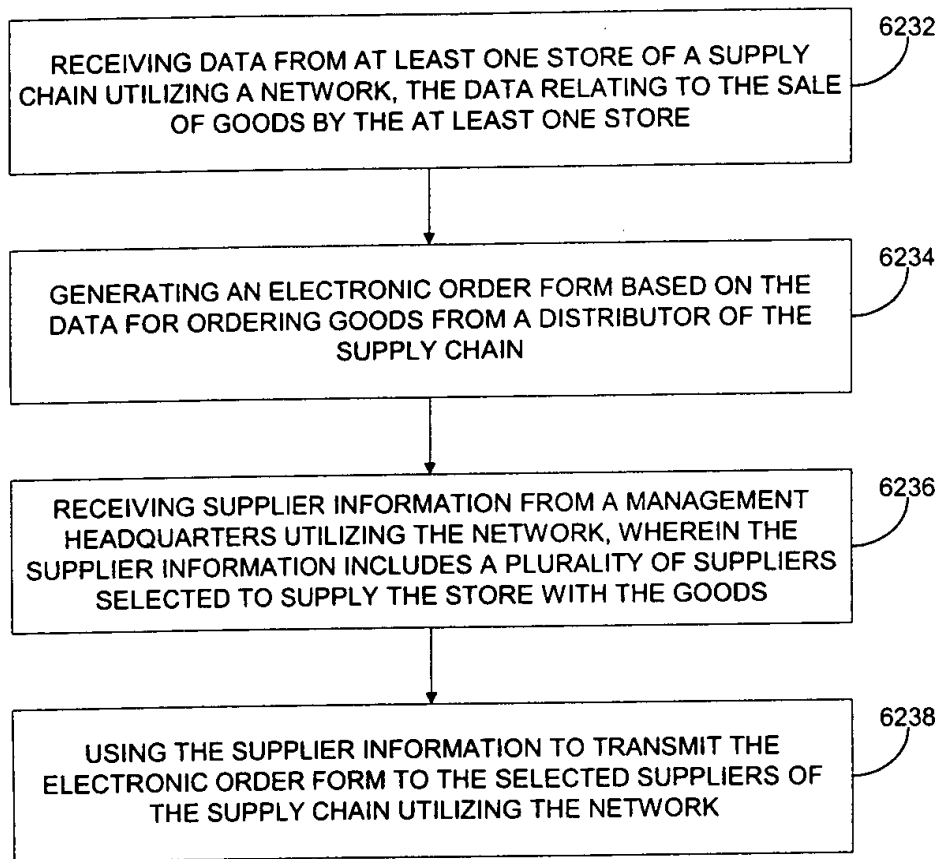
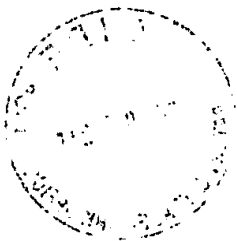


FIG. 62



6300

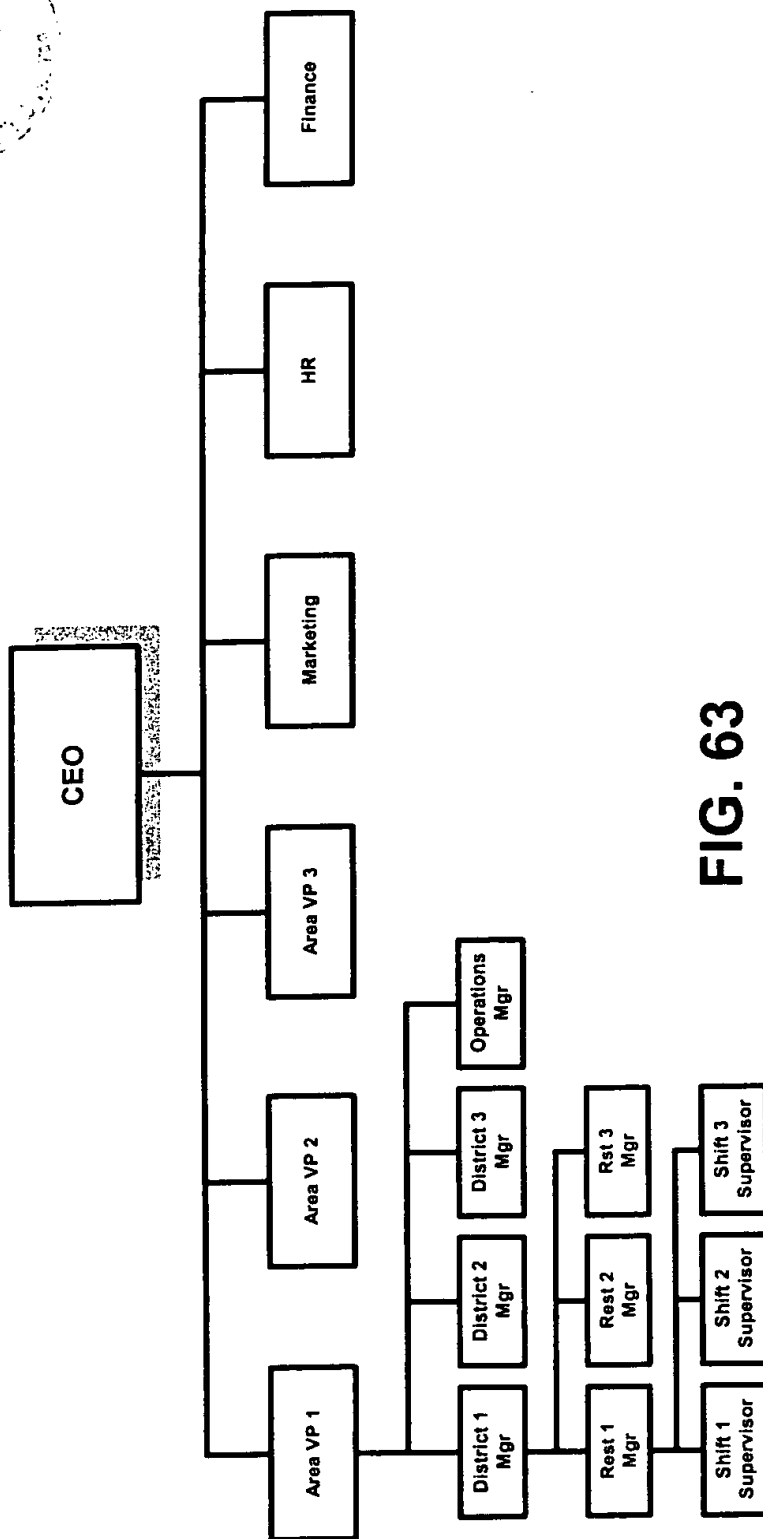


FIG. 63

09015727.070501

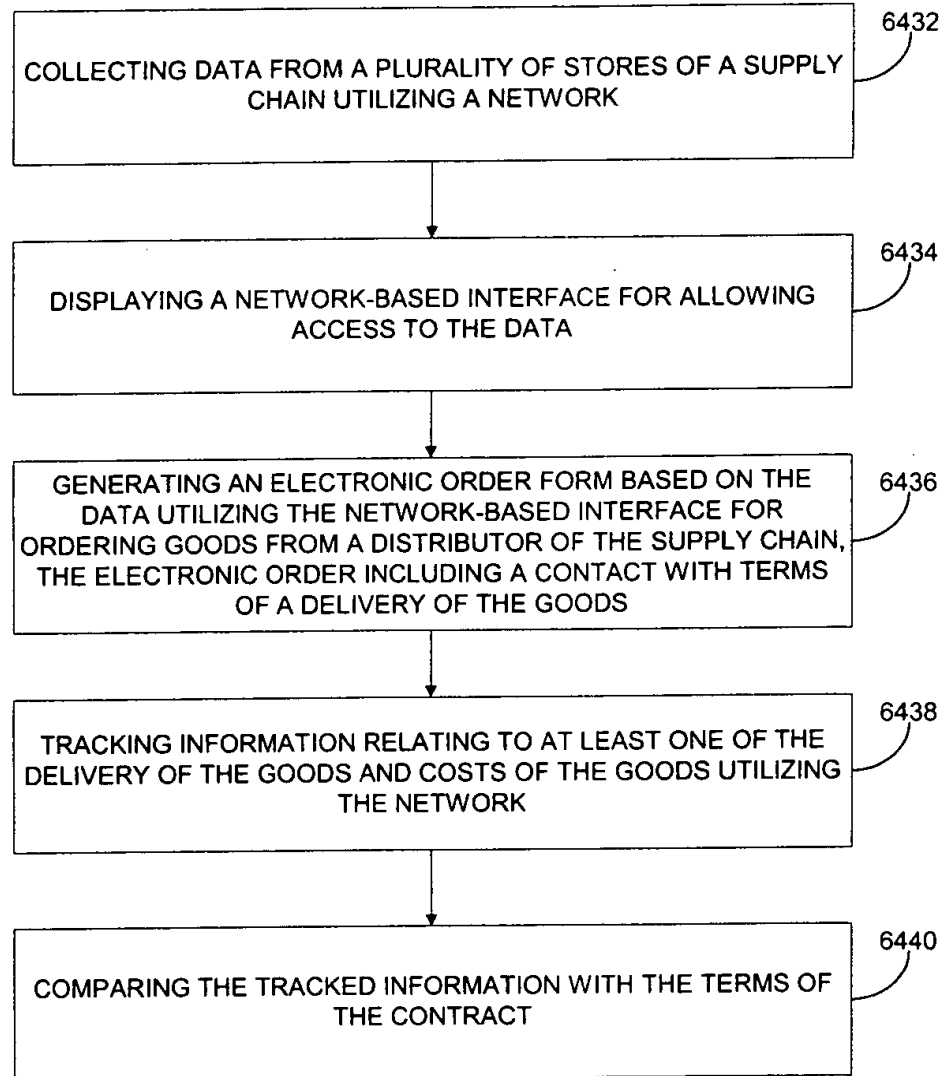
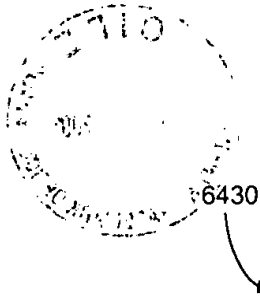
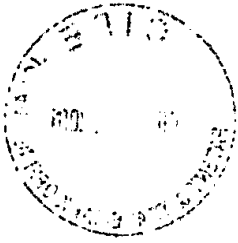


FIG. 64



6530

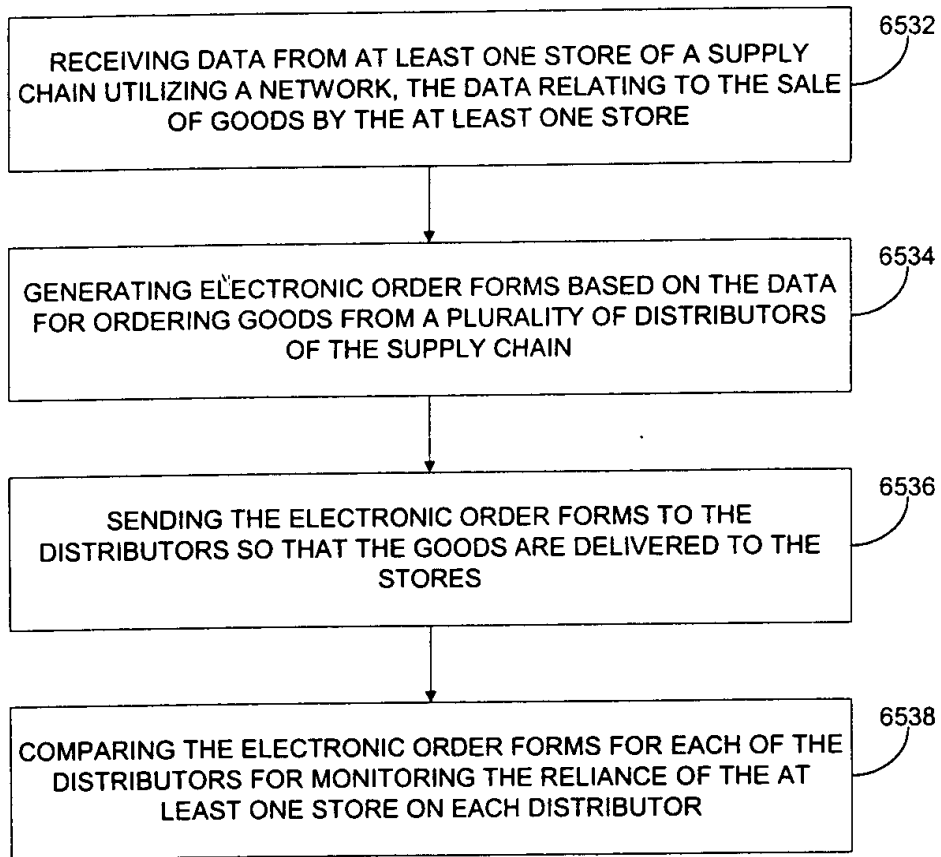


FIG. 65

09015727.0501

09815727.040501

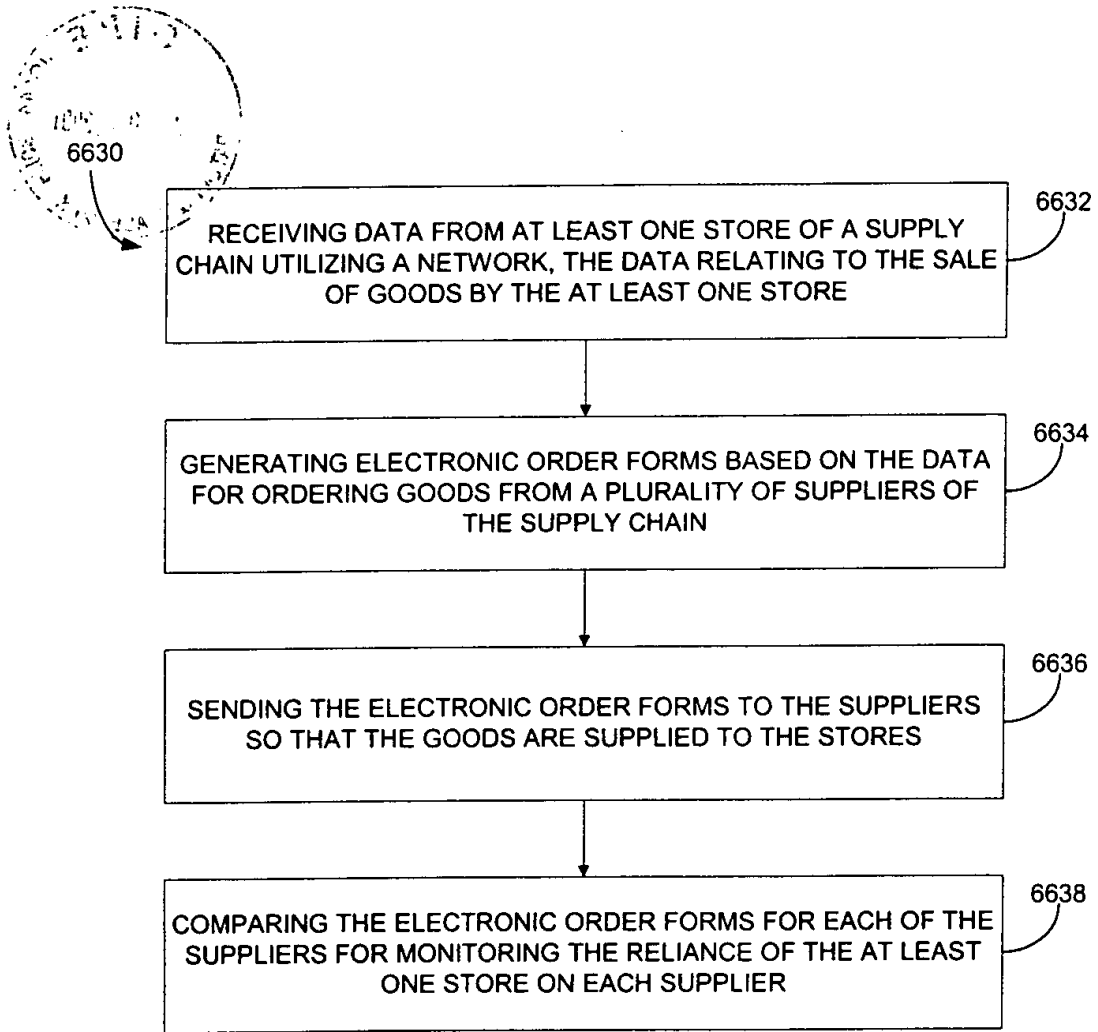


FIG. 66

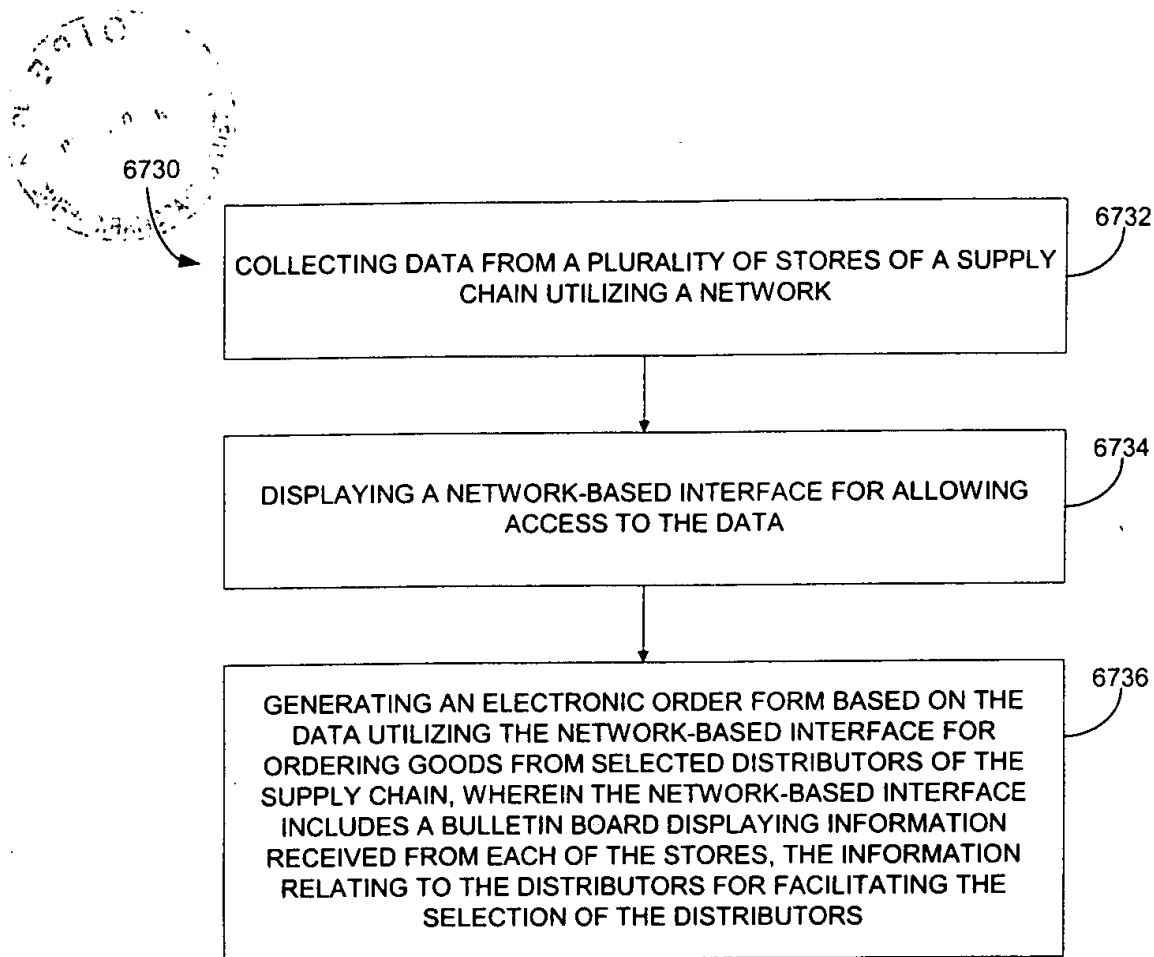
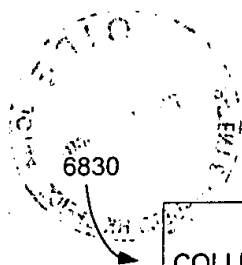


FIG. 67



6830

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY
CHAIN UTILIZING A NETWORK

6832

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA

6834

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE
DATA UTILIZING THE NETWORK-BASED INTERFACE FOR
ORDERING GOODS FROM A DISTRIBUTOR OR A SUPPLIER OF THE
SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE
INCLUDES A VIRTUAL CATALOG TO FACILITATE THE GENERATION
OF THE ELECTRONIC ORDER FORM

6836

FIG. 68

00015727-070501

6900

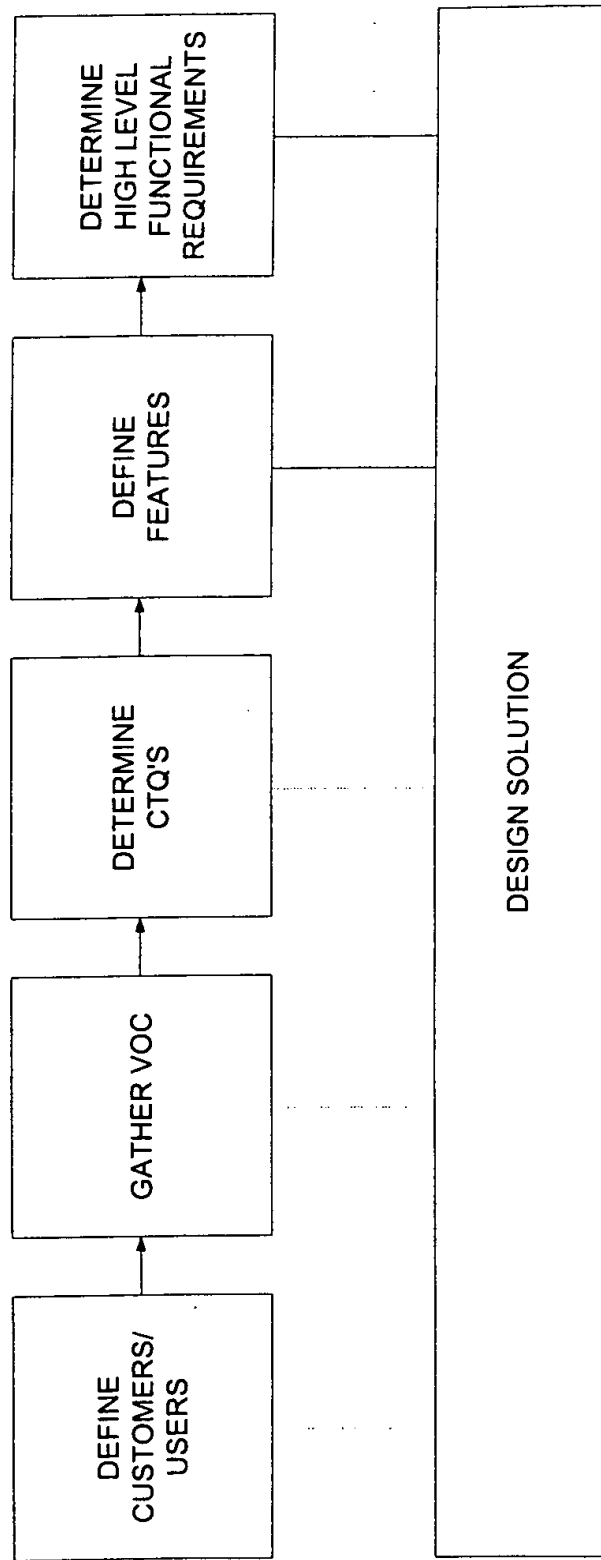


FIG. 69

09815729.070601

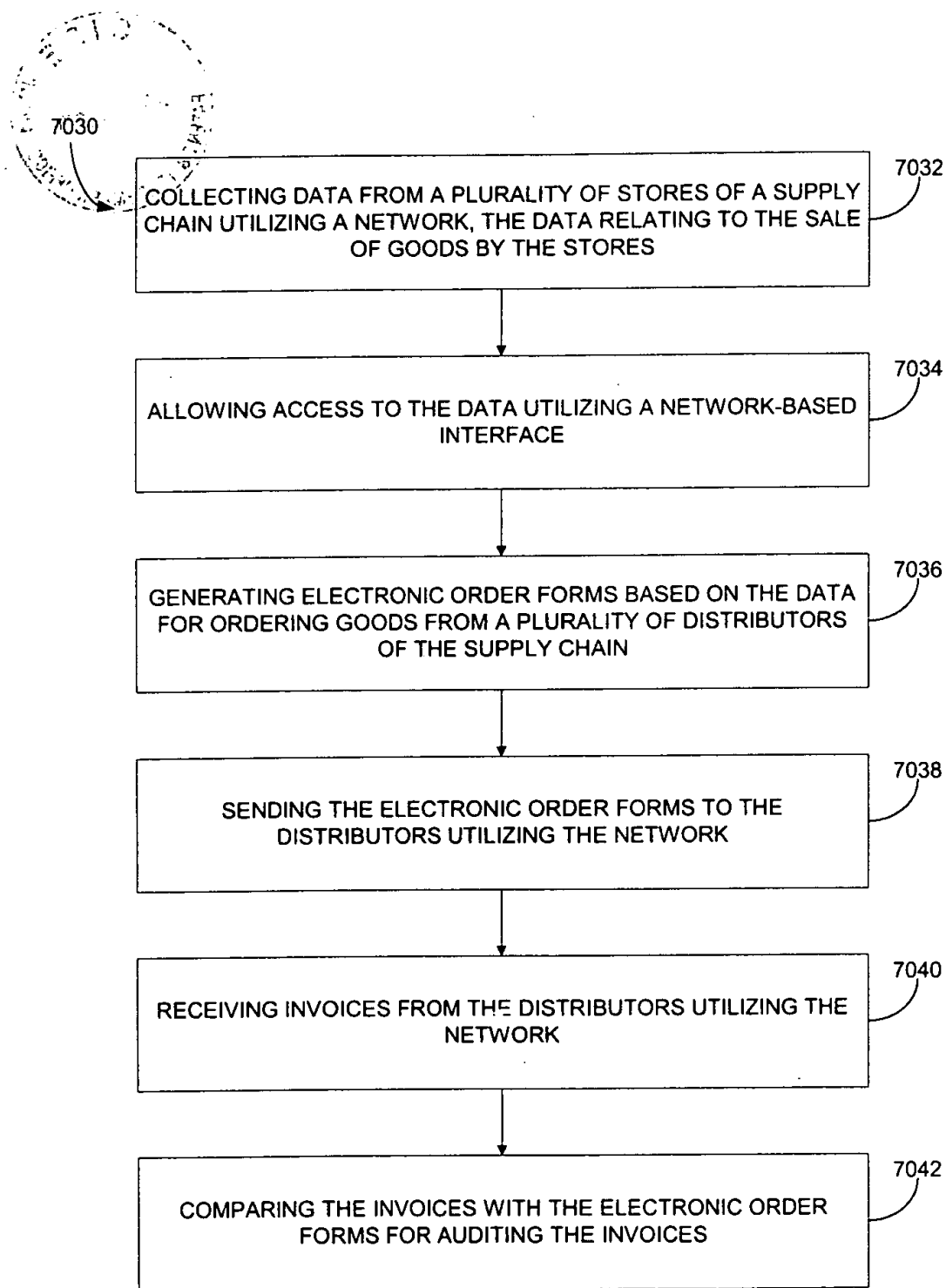


FIG. 70

09815727-070601

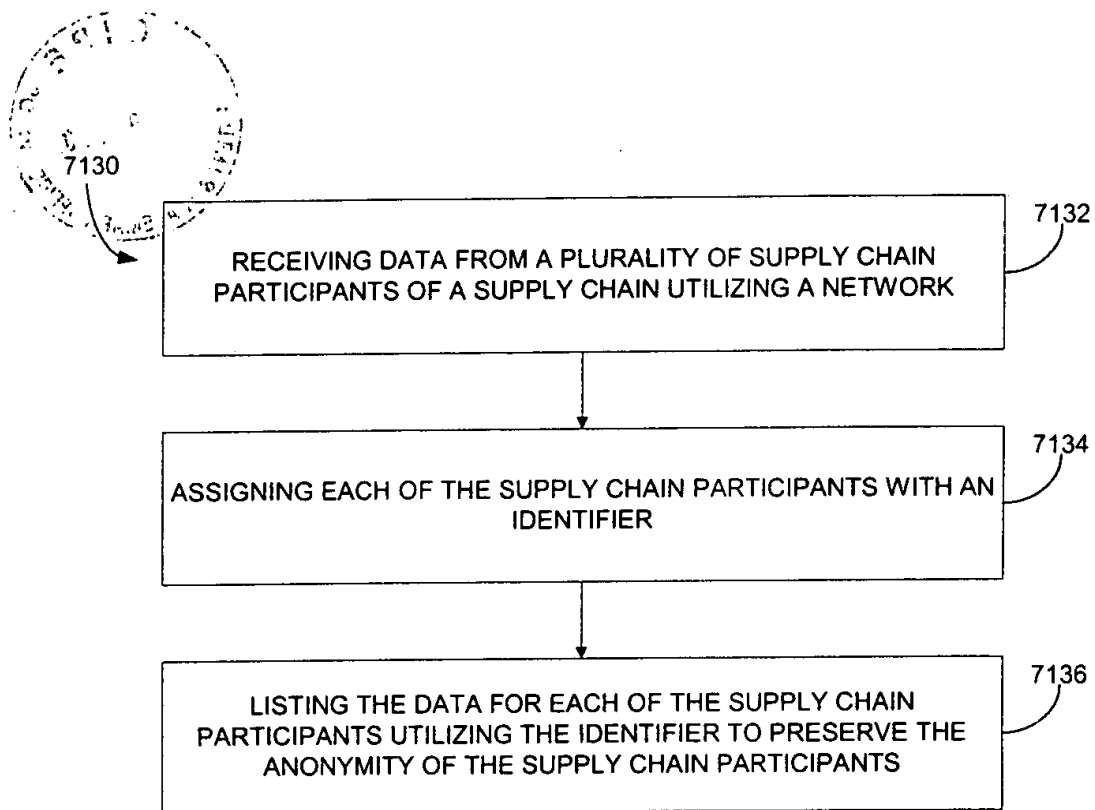


FIG. 71

FIG. 72

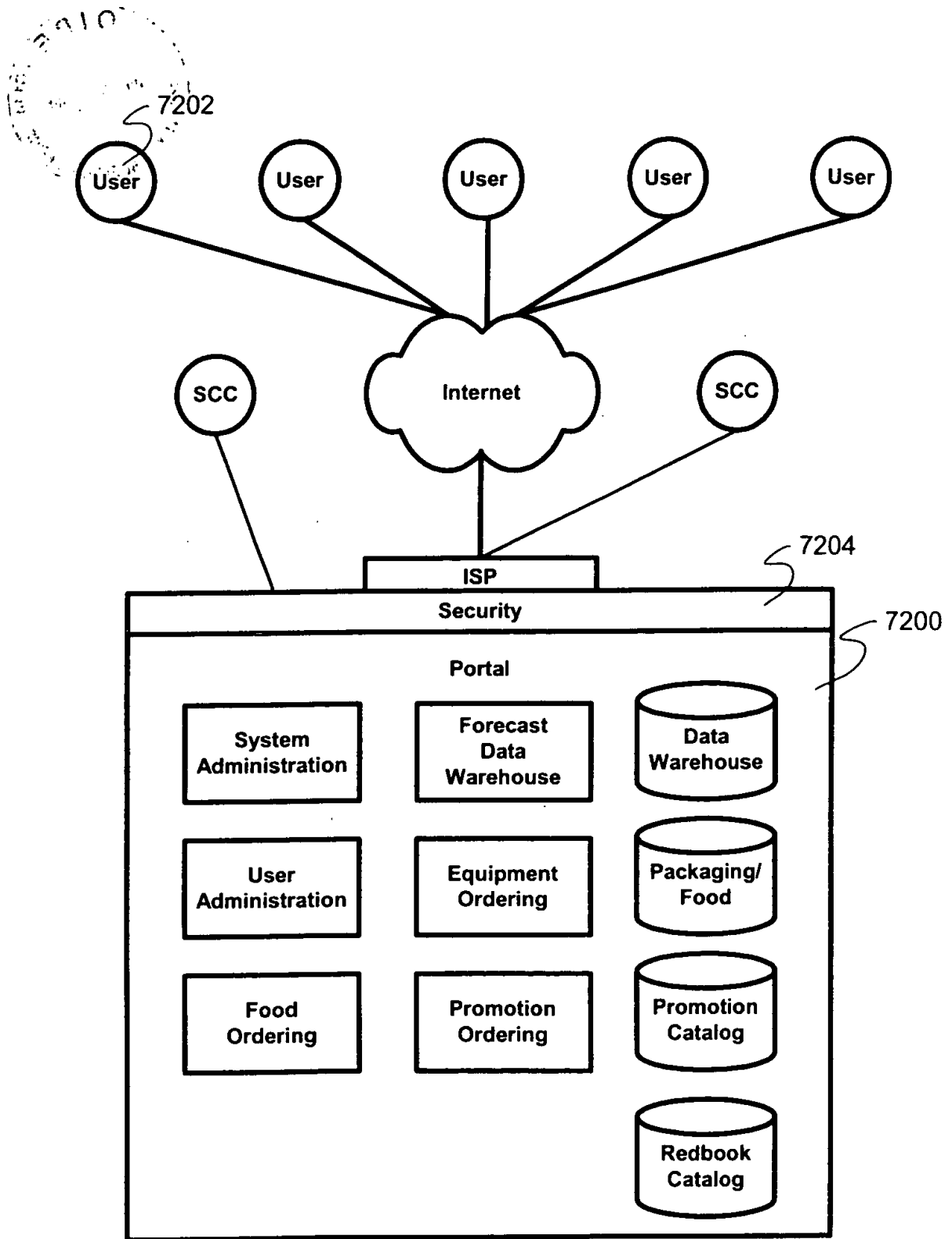


FIG. 72

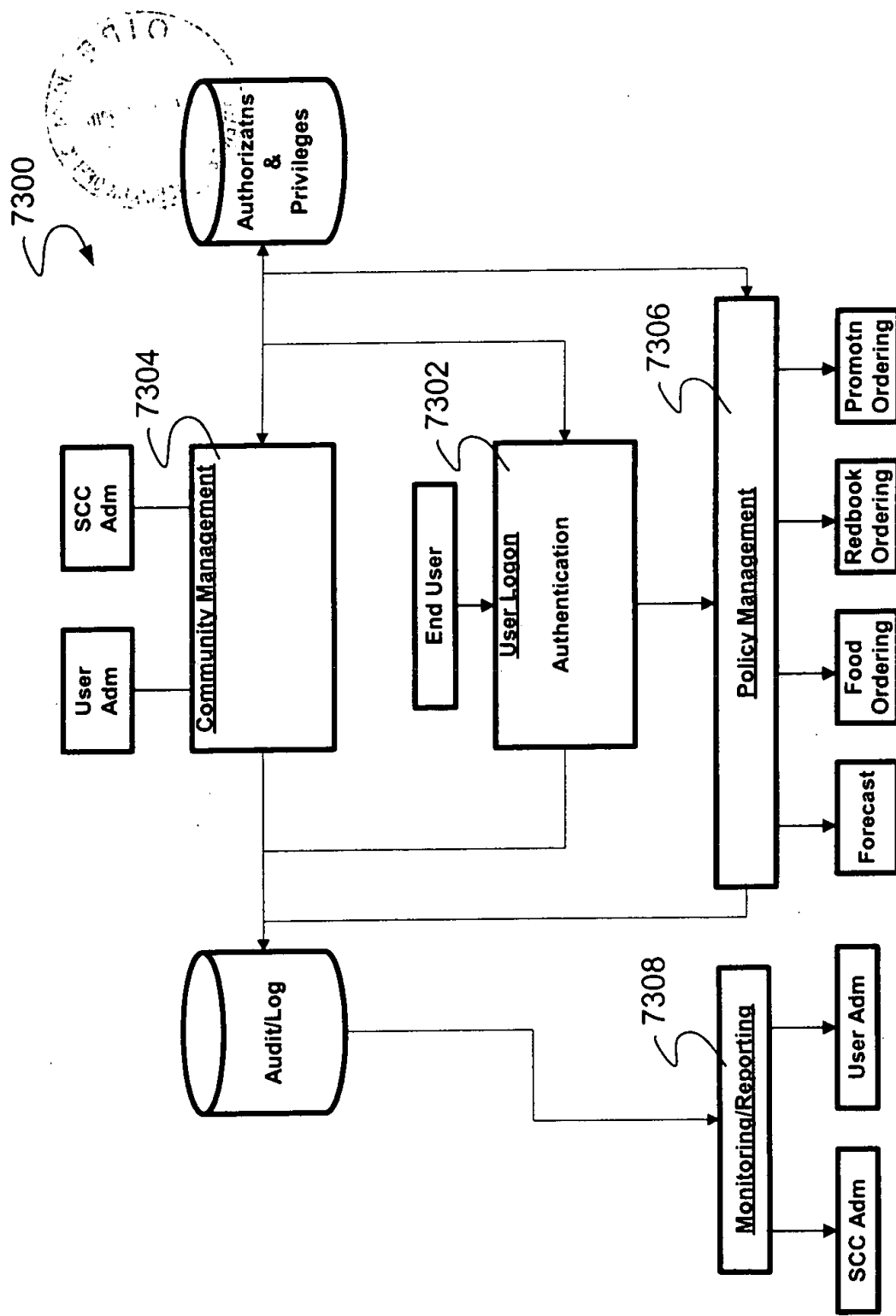


FIG. 73



7402

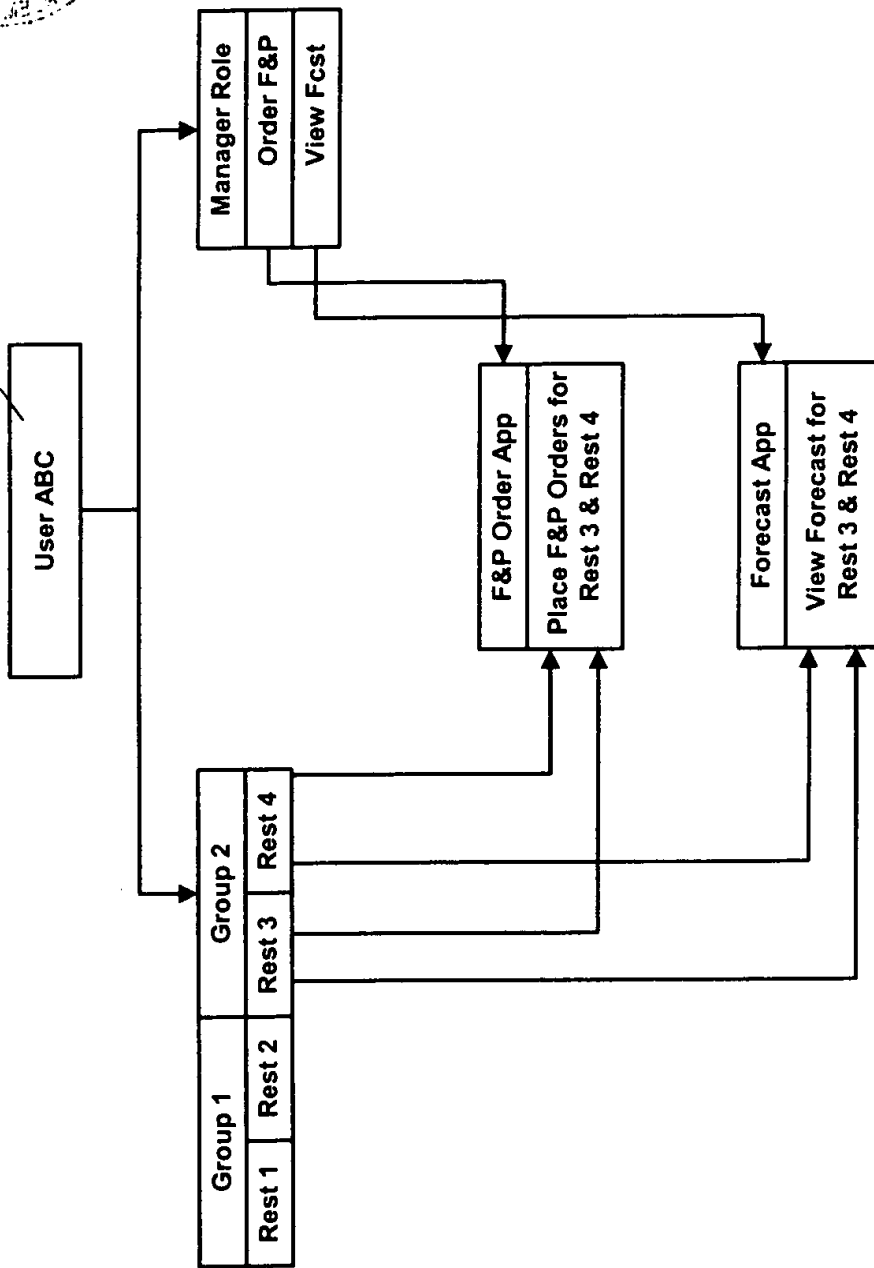


FIG. 74

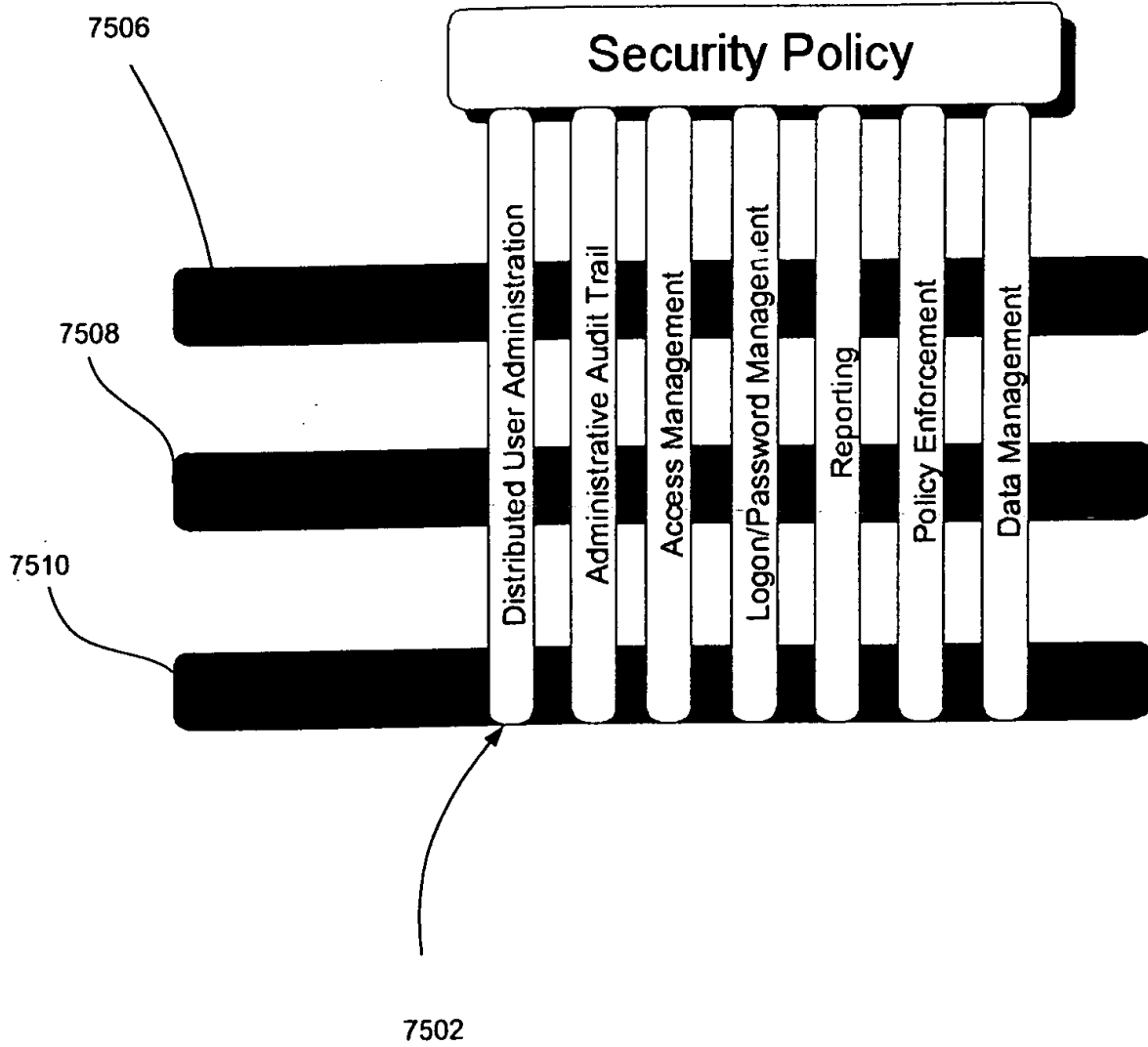


Fig. 75



0915727.070601

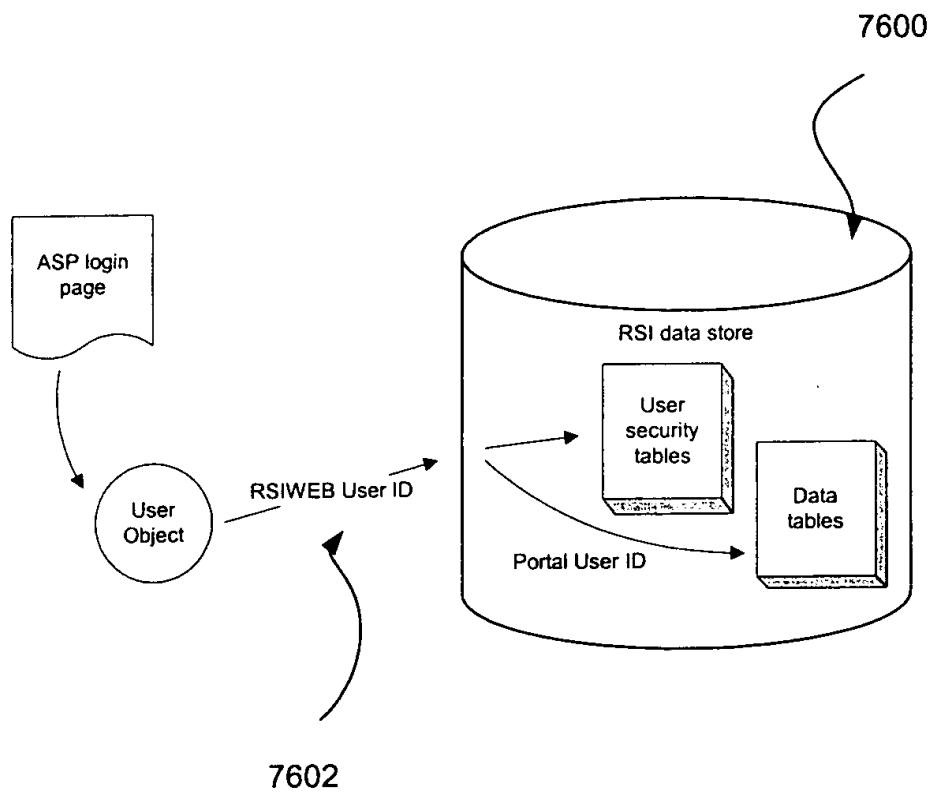


Fig. 76



09815727.070601
T09040" 22451860

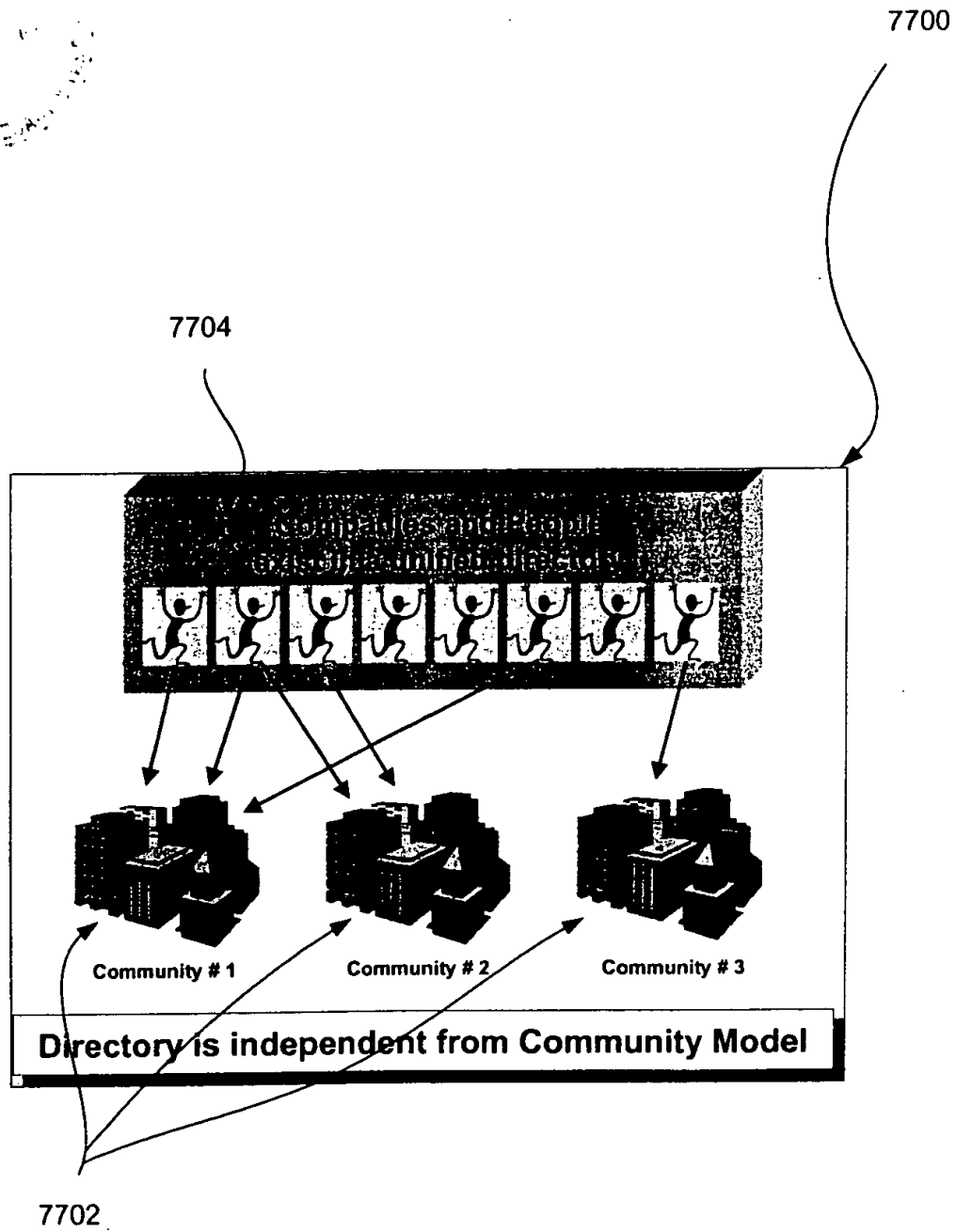


Fig. 77

09815727.070601

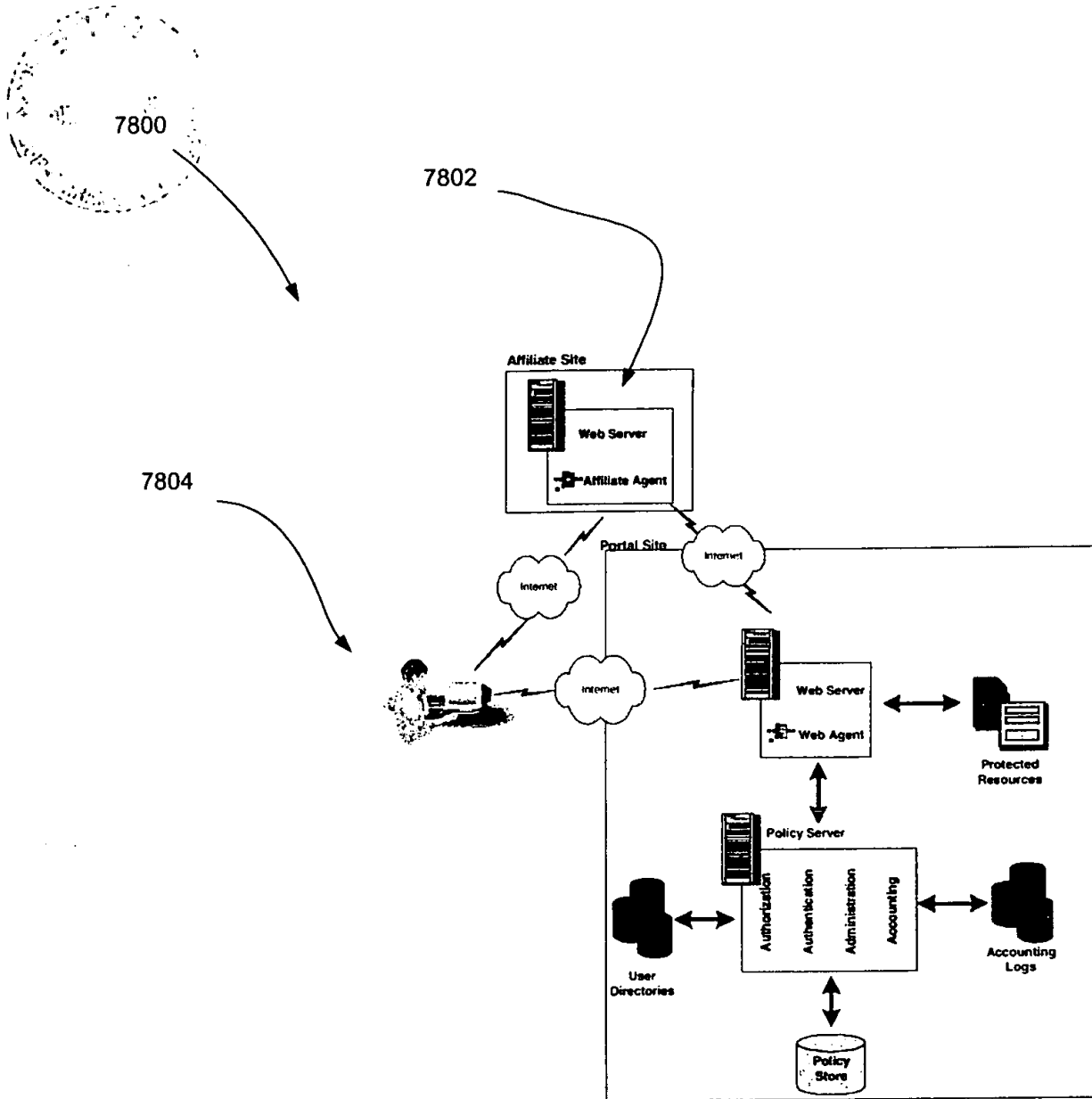


Fig. 7°



Policy-

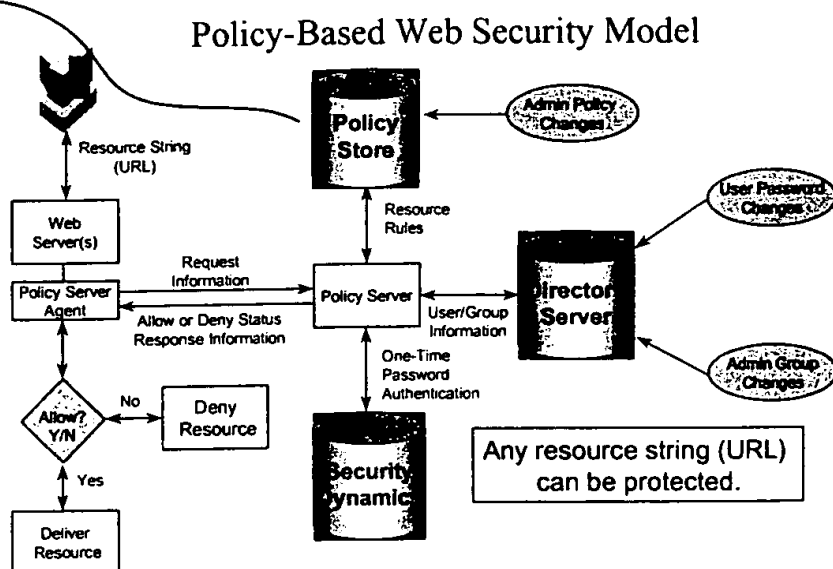
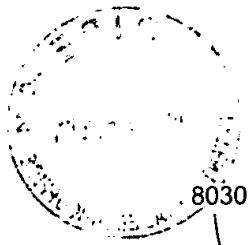


Fig. 79



8030

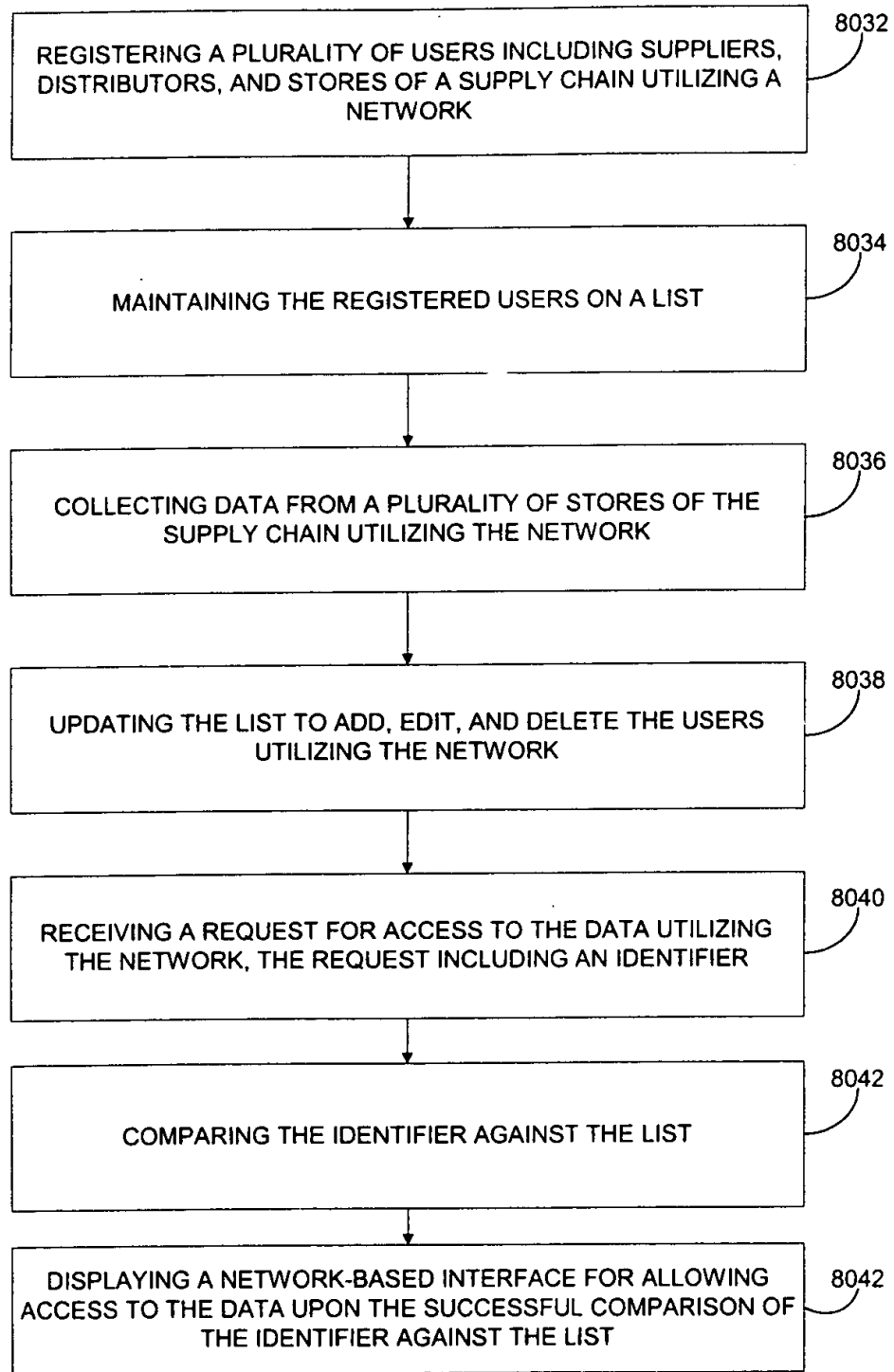


FIG. 80

0915727-070601

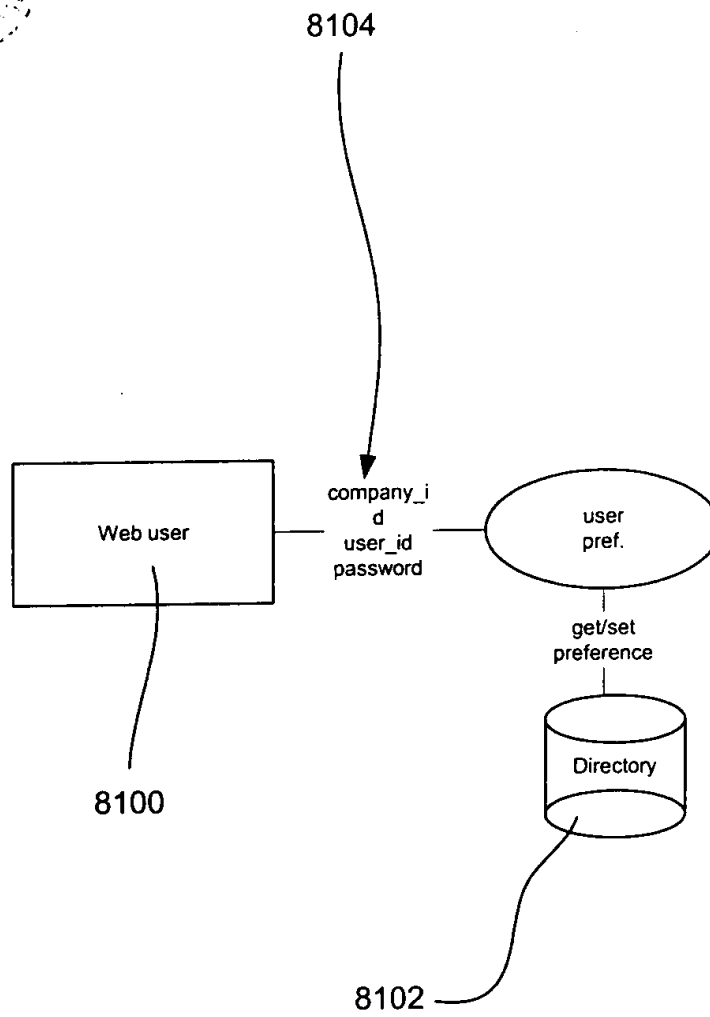


Fig. 81



8200

8202

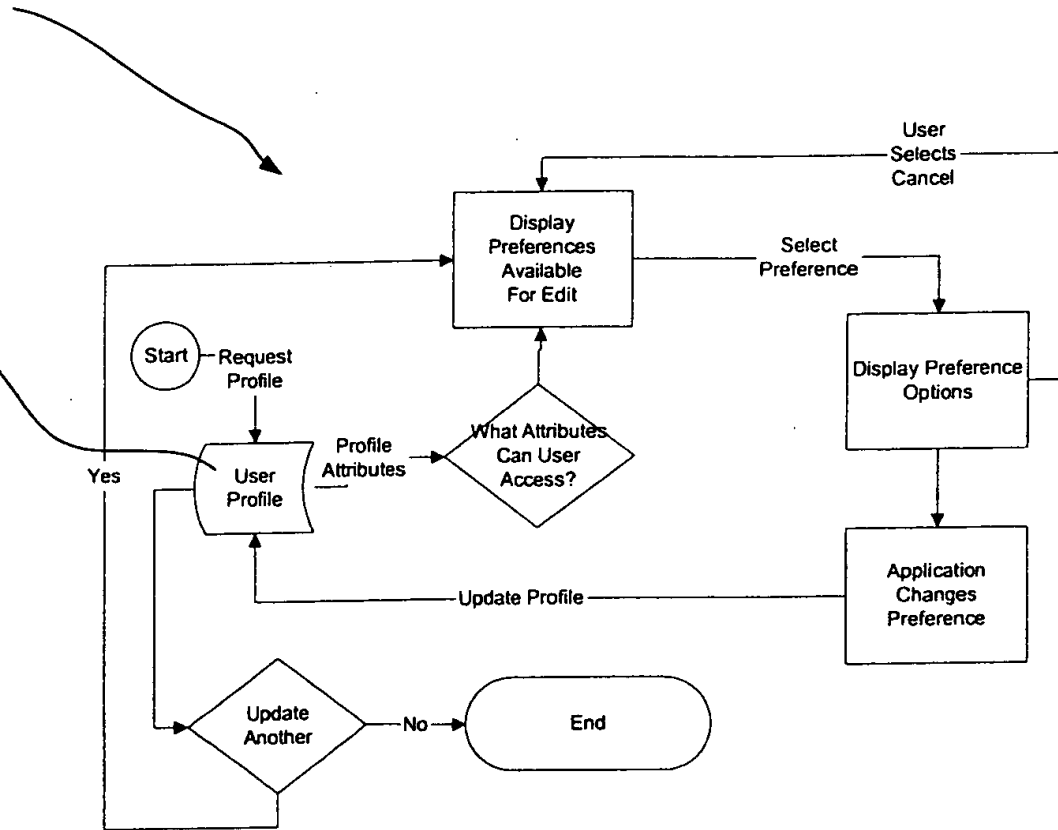


Fig. 82

FOI b7D b7E b7F b7G b7H b7I b7J b7K b7L b7M b7N b7O b7P b7Q b7R b7S b7T b7U b7V b7W b7X b7Y b7Z

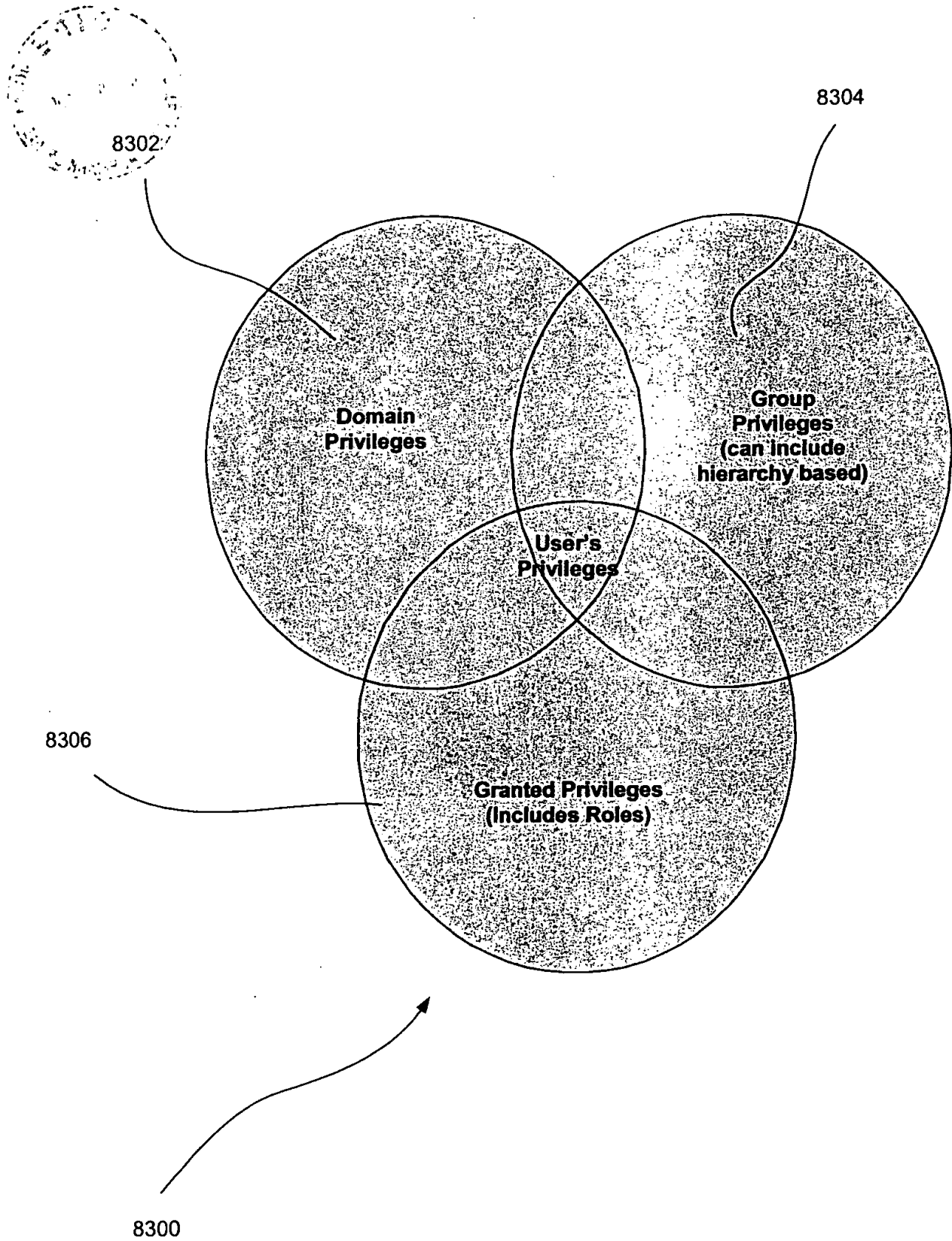


Fig. 83



0981527.070601

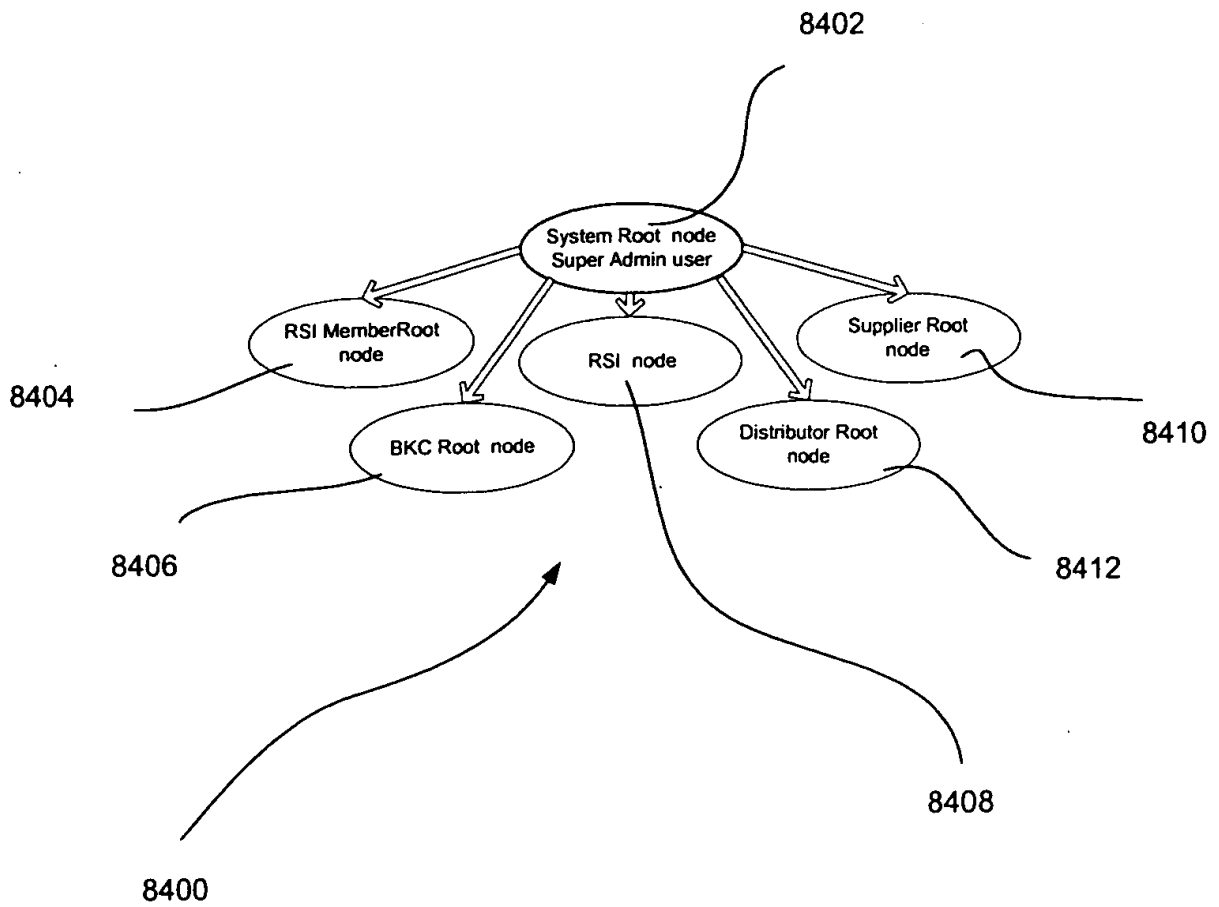


Fig. 84

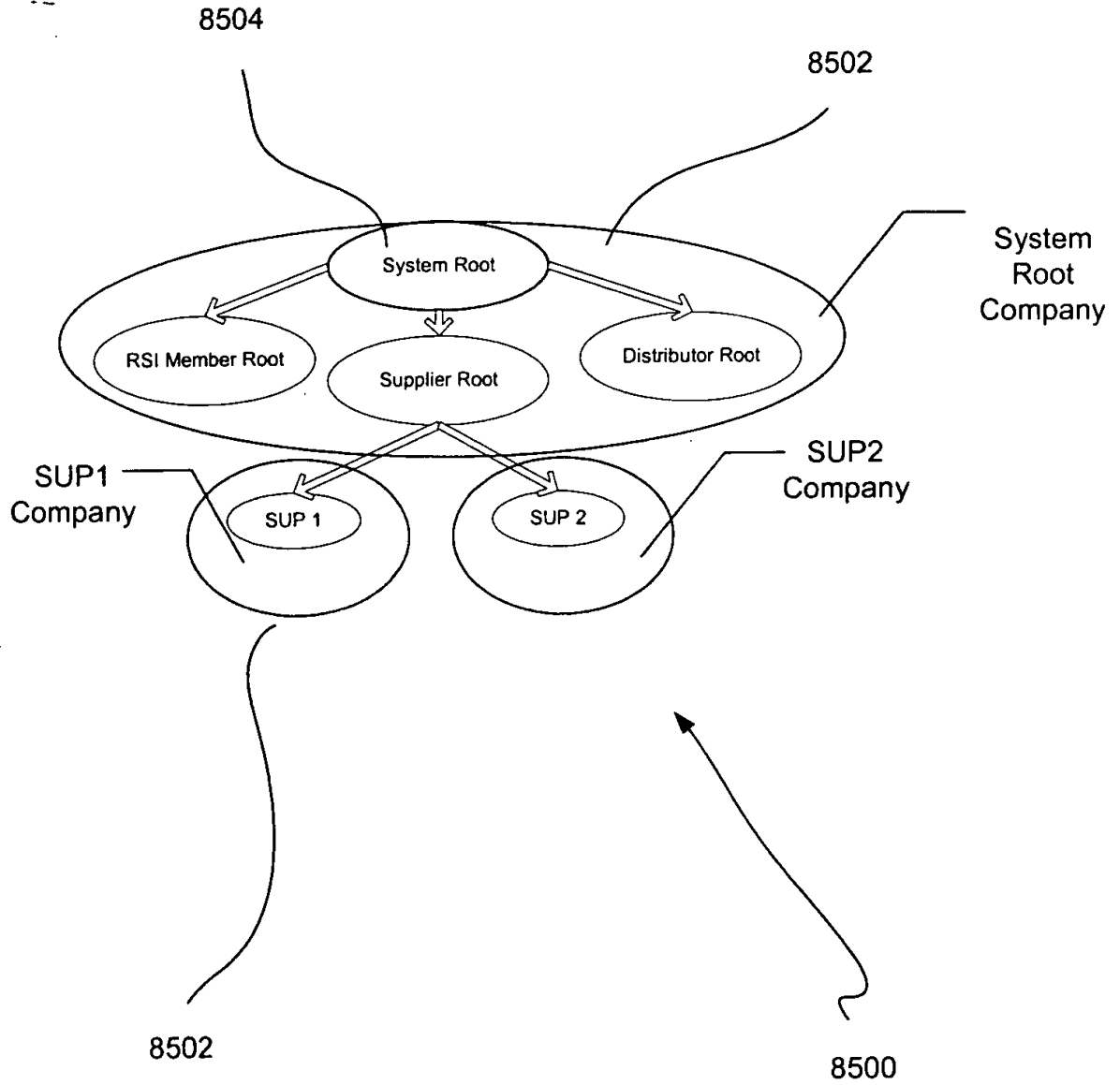


Fig. 85

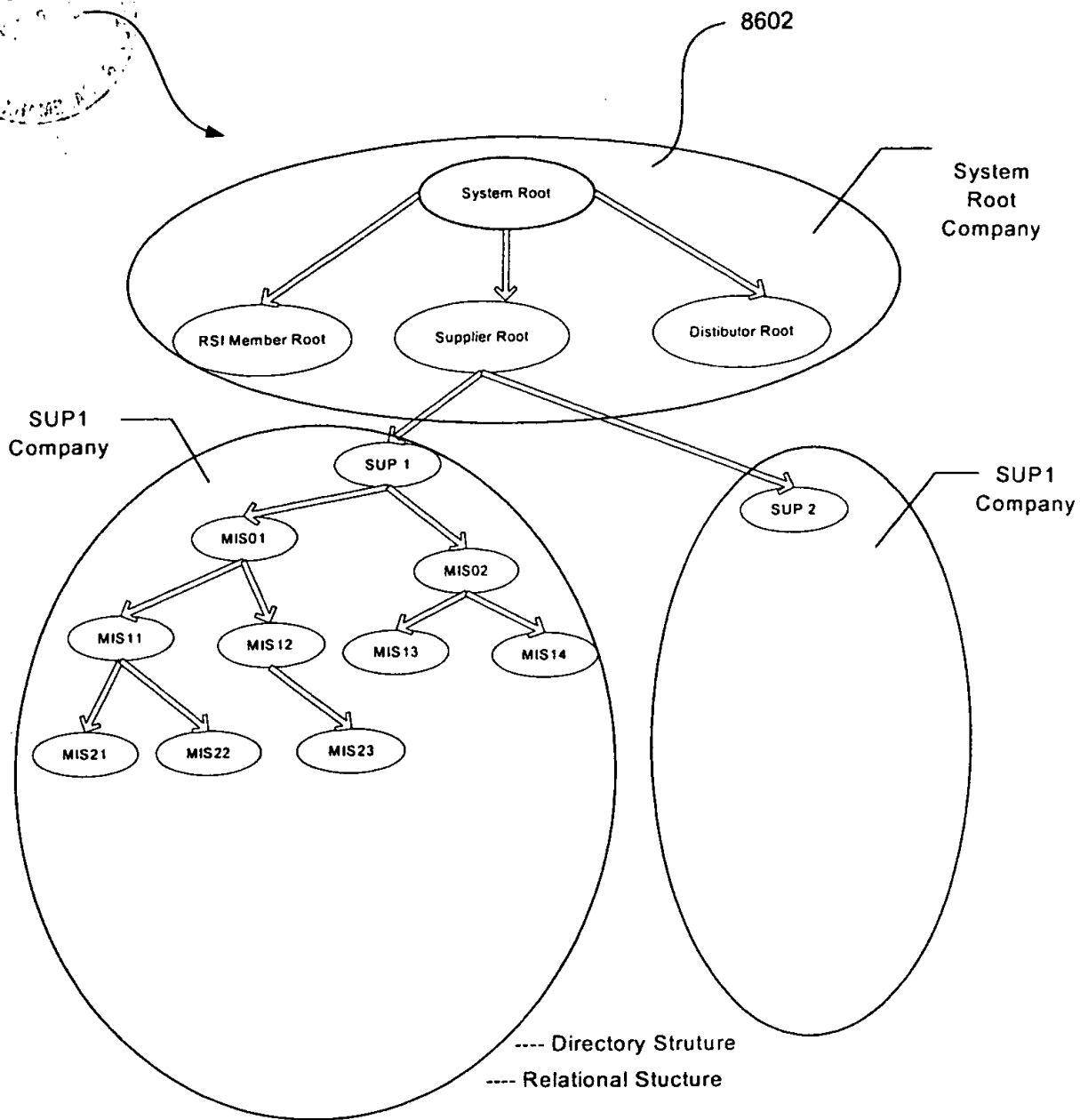
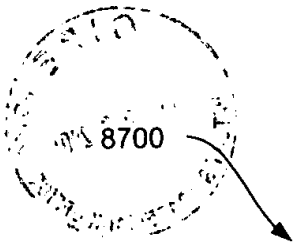


Fig. 86



09315727.070601

Group Hierarchy Management: Data Flow

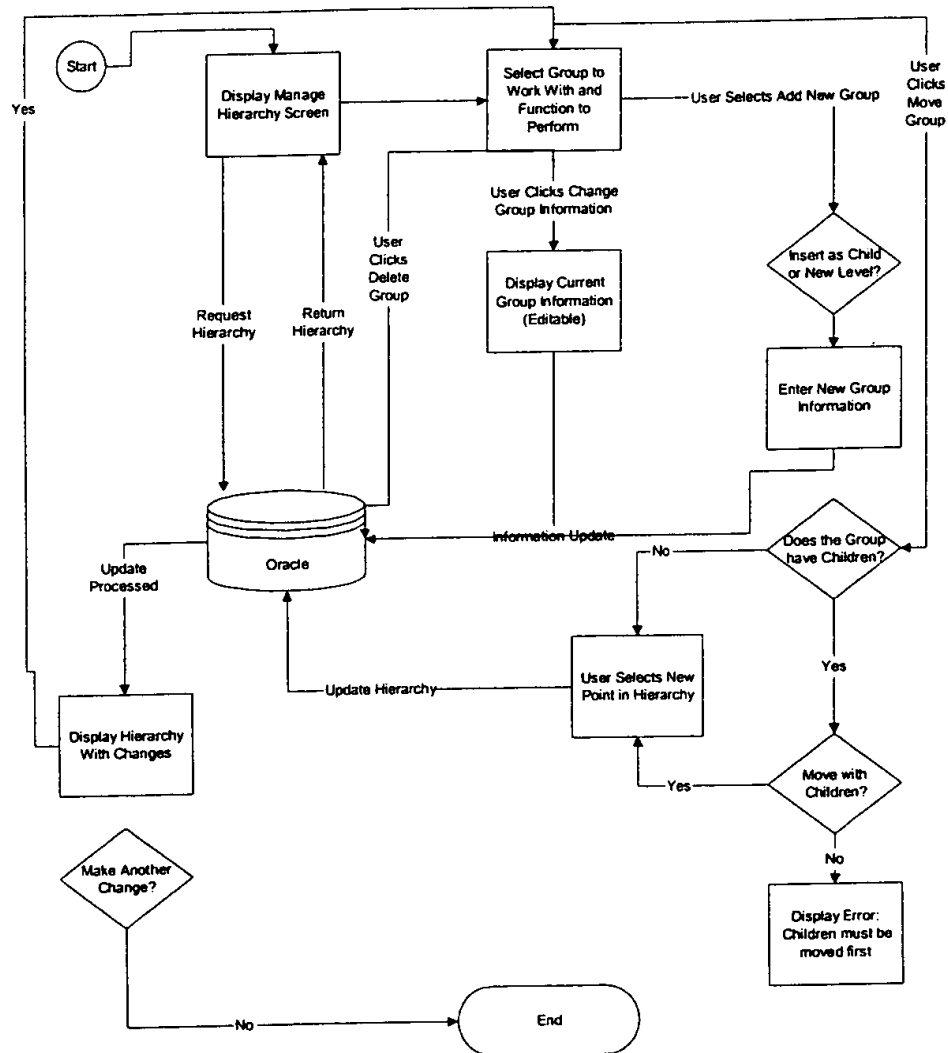


Fig. 87

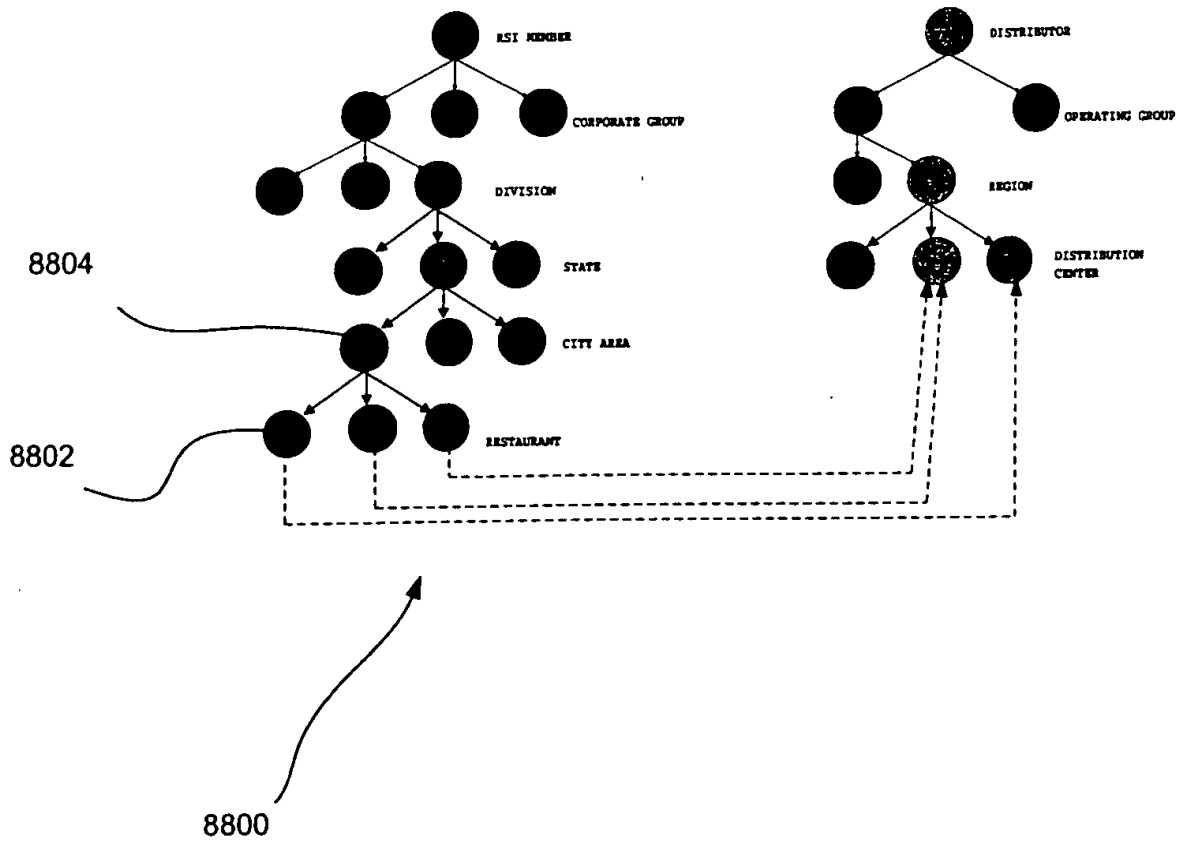
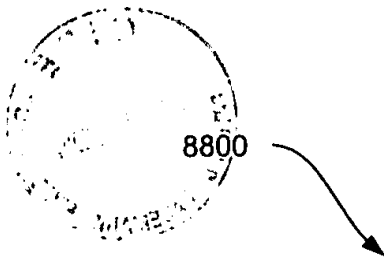
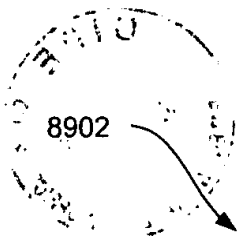


Fig. 88



00157 070601
T09020" 225860

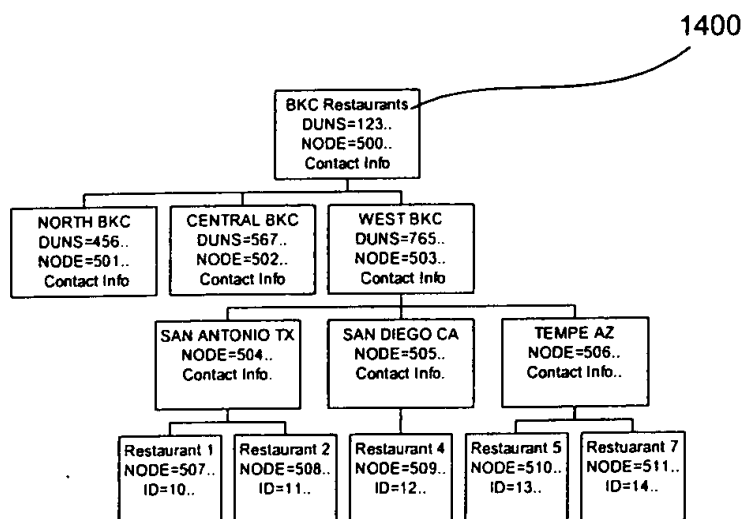


Fig. 89



9000

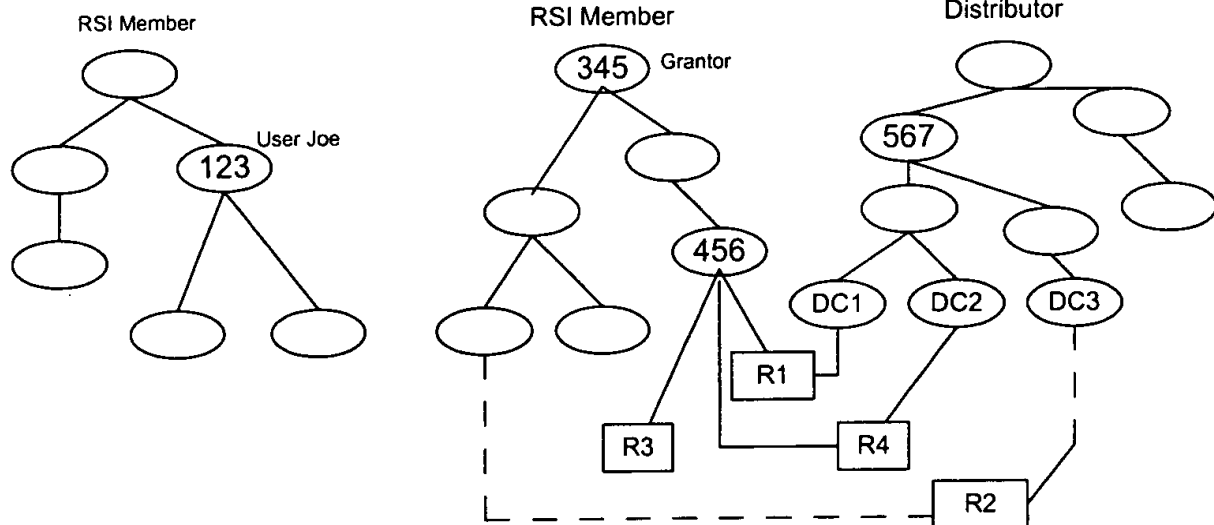
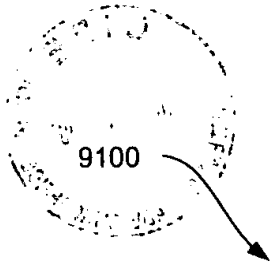


FIG. 90

09815727.070601



109215727-070601

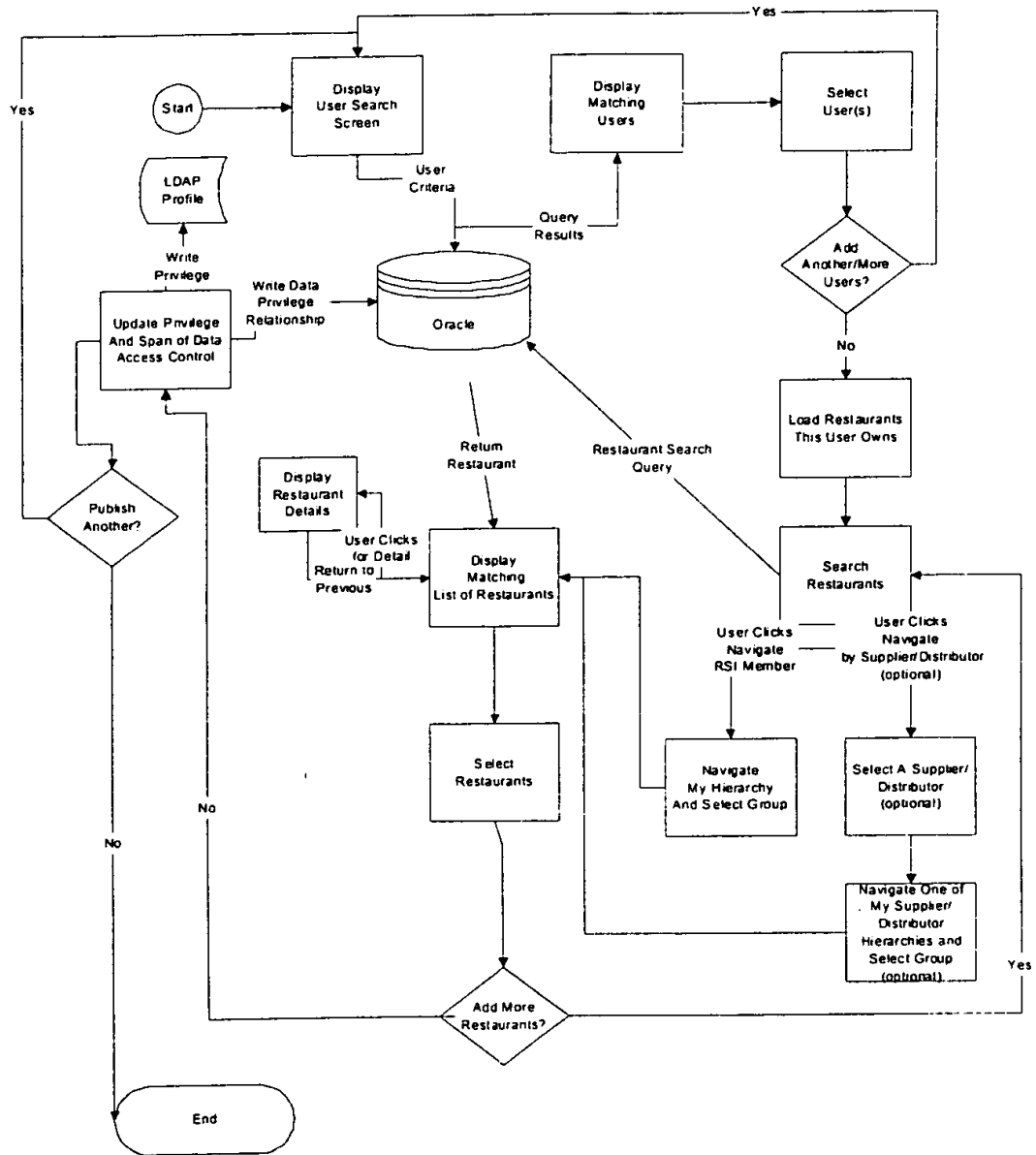


Fig. 91



9230

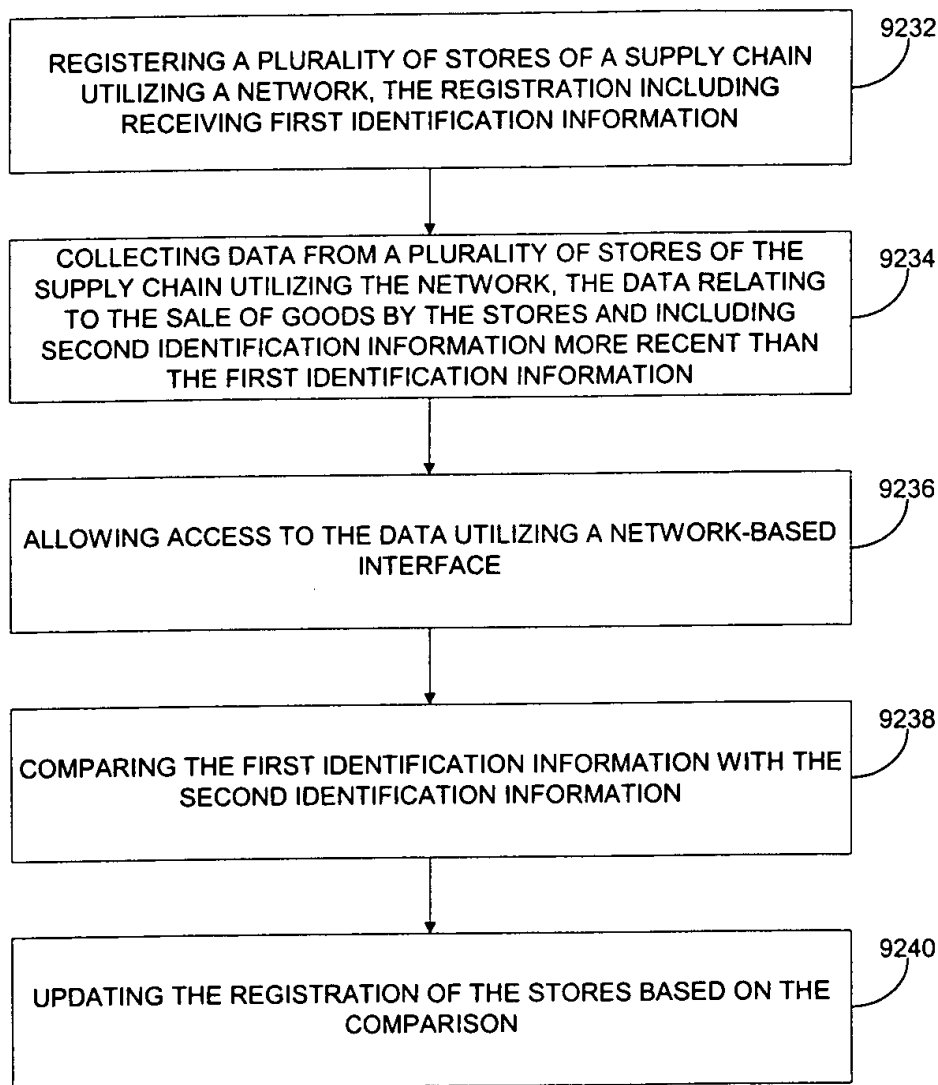


FIG. 92

09815727.070501



09815727.030601

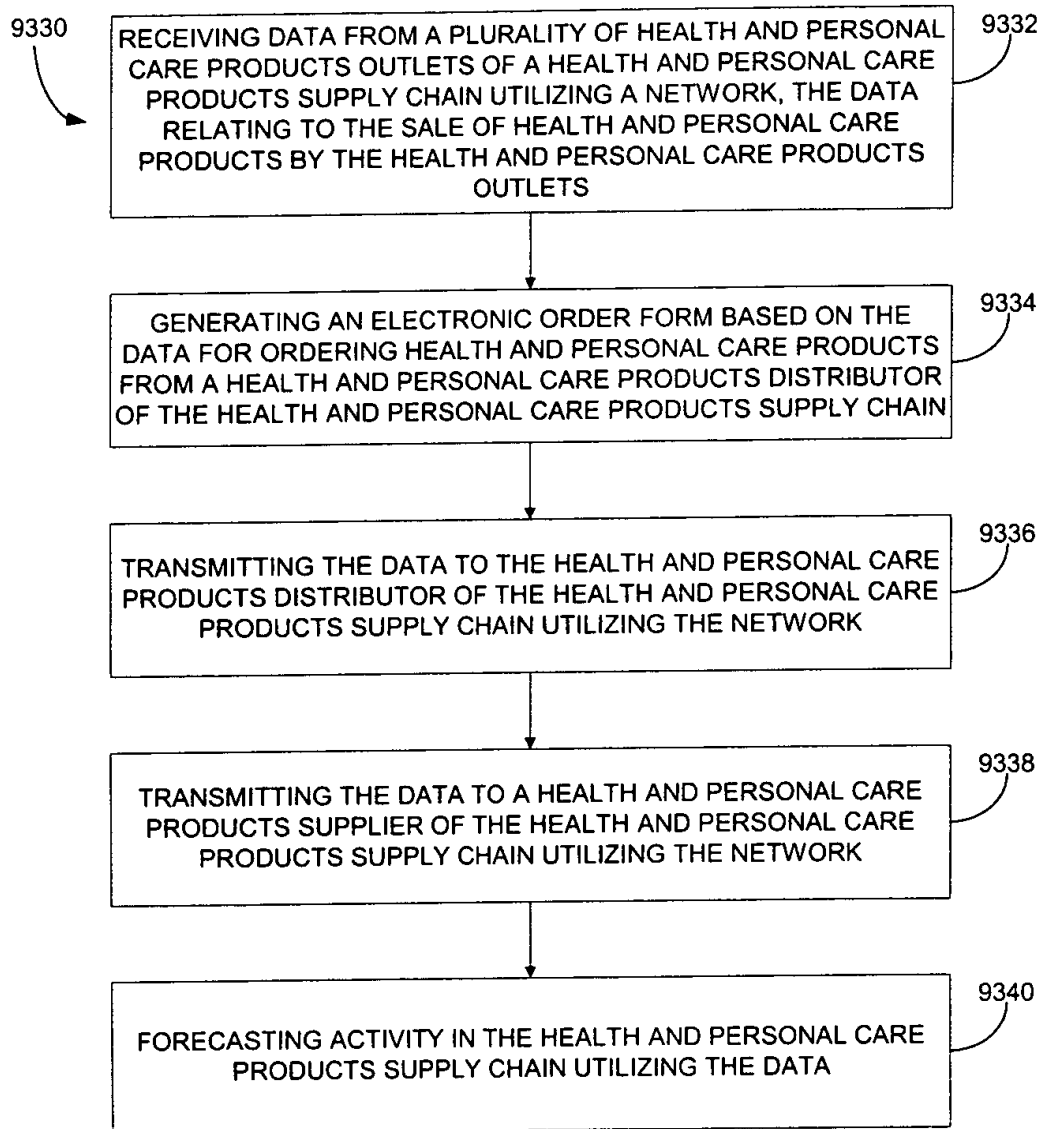


FIG. 93



9430

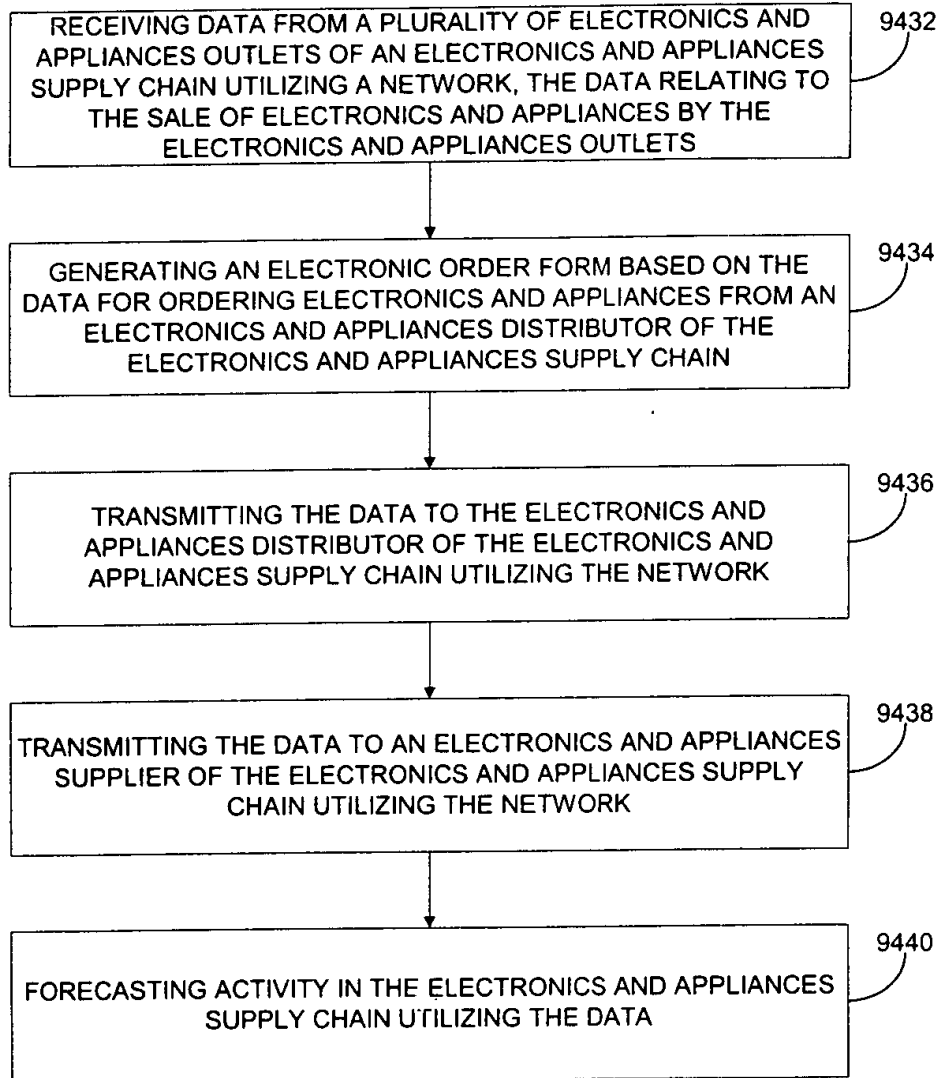


FIG. 94

09815727.070501

09815727-070601

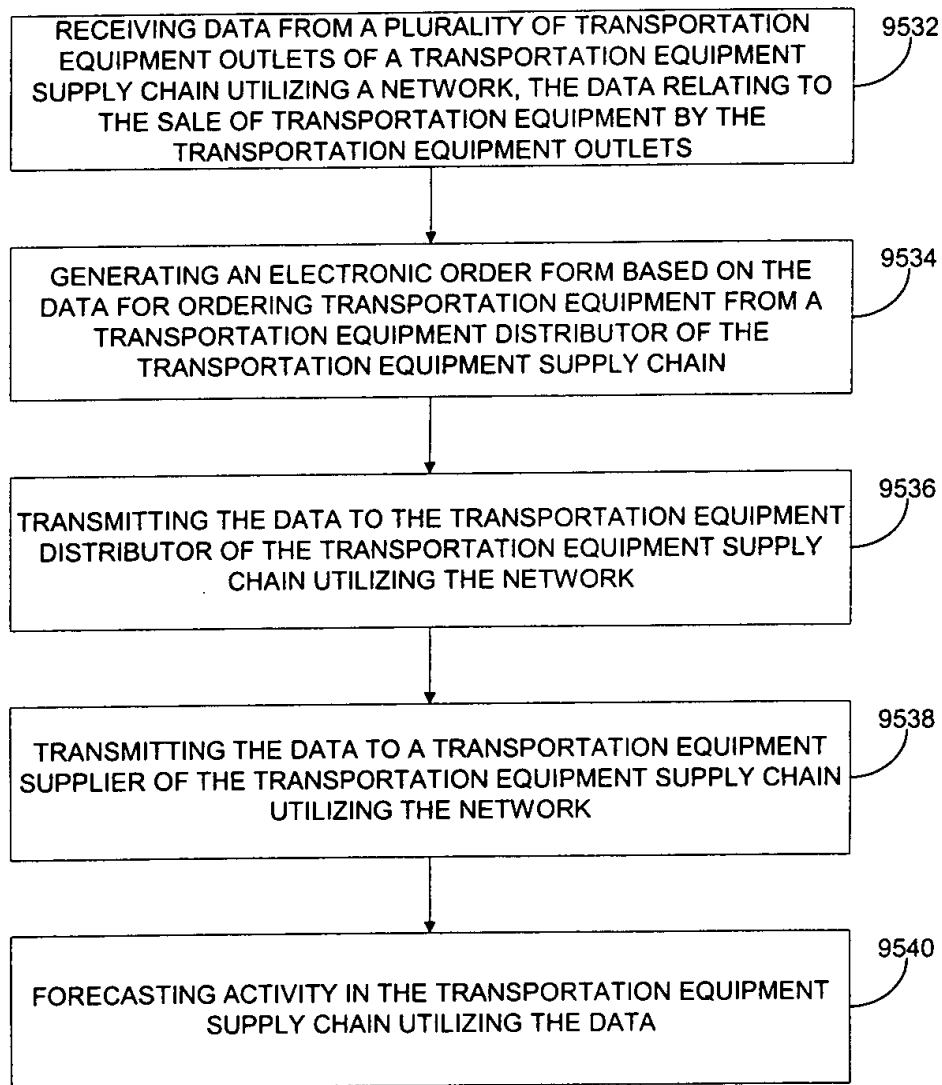


FIG. 95

9630

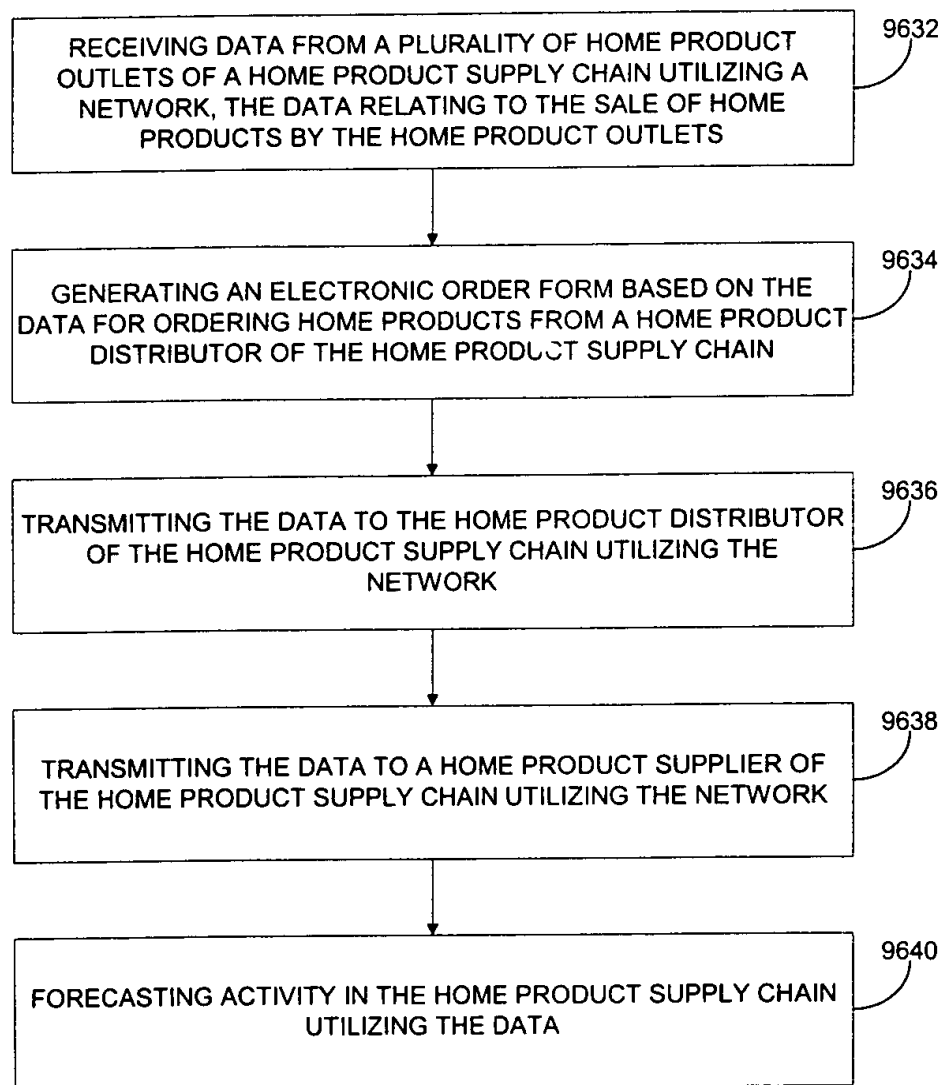


FIG. 96

FIG. 97



9730

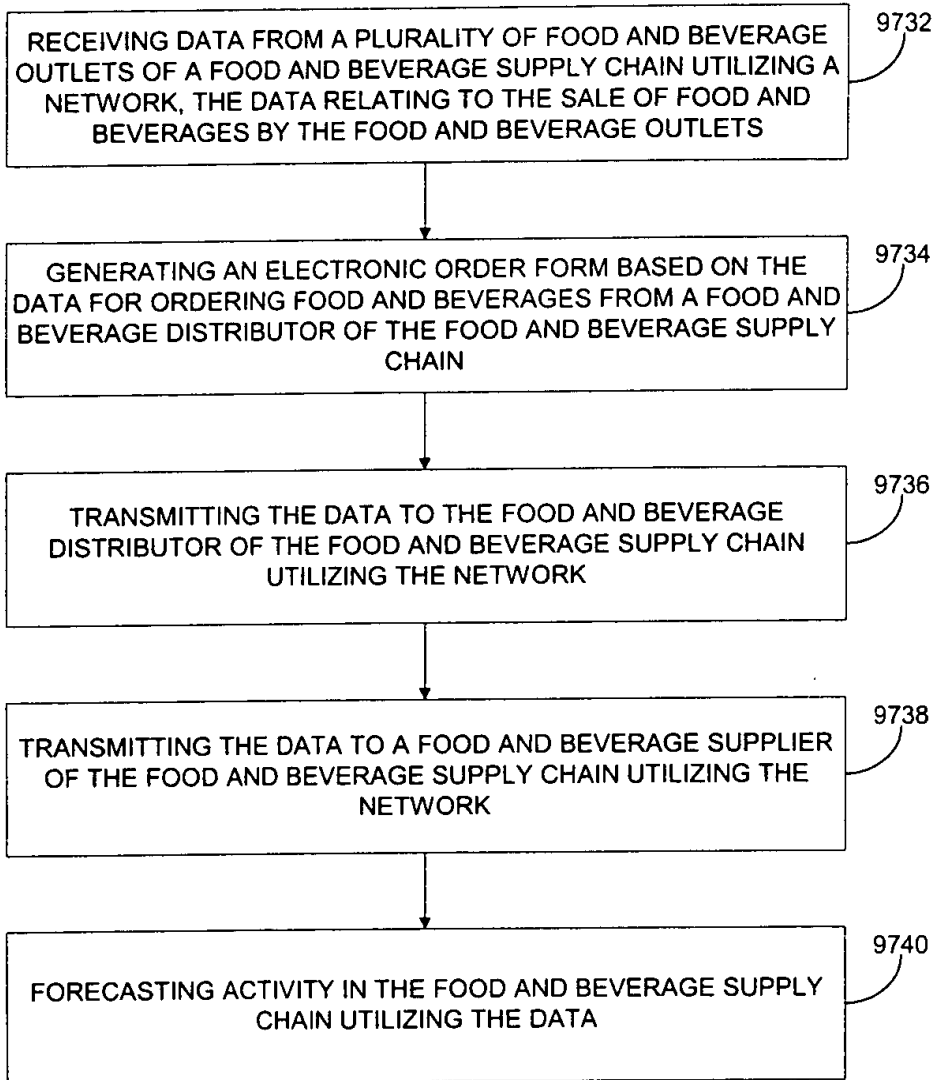


FIG. 97



9830

RECEIVING DATA FROM A PLURALITY OF MACHINERY OUTLETS
OF A MACHINERY SUPPLY CHAIN UTILIZING A NETWORK, THE
DATA RELATING TO THE SALE OF MACHINERY BY THE
MACHINERY OUTLETS

9832

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE
DATA FOR ORDERING MACHINERY FROM A MACHINERY
DISTRIBUTOR OF THE MACHINERY SUPPLY CHAIN

9834

TRANSMITTING THE DATA TO THE MACHINERY DISTRIBUTOR OF
THE MACHINERY SUPPLY CHAIN UTILIZING THE NETWORK

9836

TRANSMITTING THE DATA TO A MACHINERY SUPPLIER OF THE
MACHINERY SUPPLY CHAIN UTILIZING THE NETWORK

9838

FORECASTING ACTIVITY IN THE MACHINERY SUPPLY CHAIN
UTILIZING THE DATA

9840

FIG. 98



9930

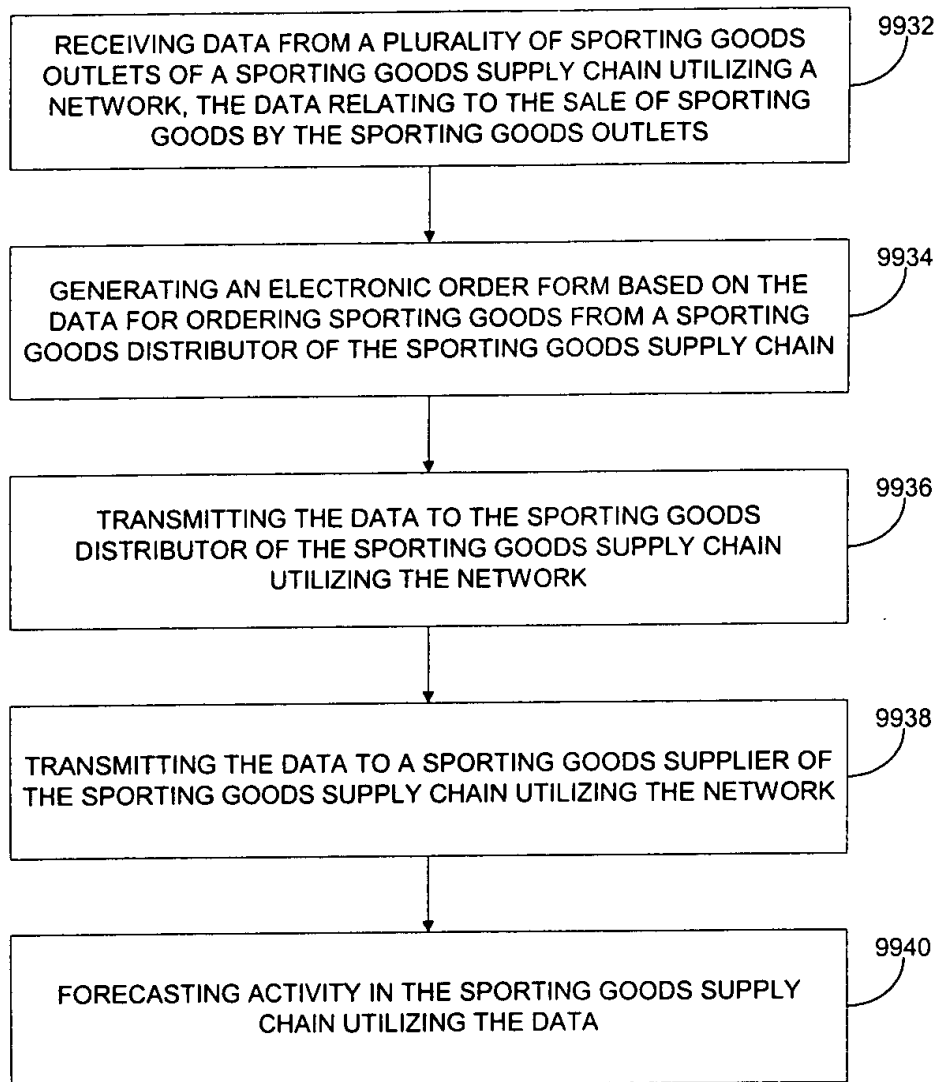


FIG. 99

09815727.070601



10030

RECEIVING DATA FROM A PLURALITY OF CHEMICAL OUTLETS OF A CHEMICAL SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CHEMICALS BY THE CHEMICAL OUTLETS

10032

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CHEMICALS FROM A CHEMICAL DISTRIBUTOR OF THE CHEMICAL SUPPLY CHAIN

10034

TRANSMITTING THE DATA TO THE CHEMICAL DISTRIBUTOR OF THE CHEMICAL SUPPLY CHAIN UTILIZING THE NETWORK

10036

TRANSMITTING THE DATA TO A CHEMICAL SUPPLIER OF THE CHEMICAL SUPPLY CHAIN UTILIZING THE NETWORK

10038

FORECASTING ACTIVITY IN THE CHEMICAL SUPPLY CHAIN UTILIZING THE DATA

10040

FIG. 100

00015727.070601



10130

RECEIVING DATA FROM A PLURALITY OF DEPARTMENT STORE OUTLETS OF A DEPARTMENT STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF DEPARTMENT STORE PRODUCTS BY THE DEPARTMENT STORE OUTLETS

10132

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING DEPARTMENT STORE PRODUCTS FROM A DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN

10134

TRANSMITTING THE DATA TO THE DEPARTMENT STORE DISTRIBUTOR OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK

10136

TRANSMITTING THE DATA TO A DEPARTMENT STORE SUPPLIER OF THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE NETWORK

10138

FORECASTING ACTIVITY IN THE DEPARTMENT STORE SUPPLY CHAIN UTILIZING THE DATA

10140

FIG. 101

09815727.07001

109070" 42451850

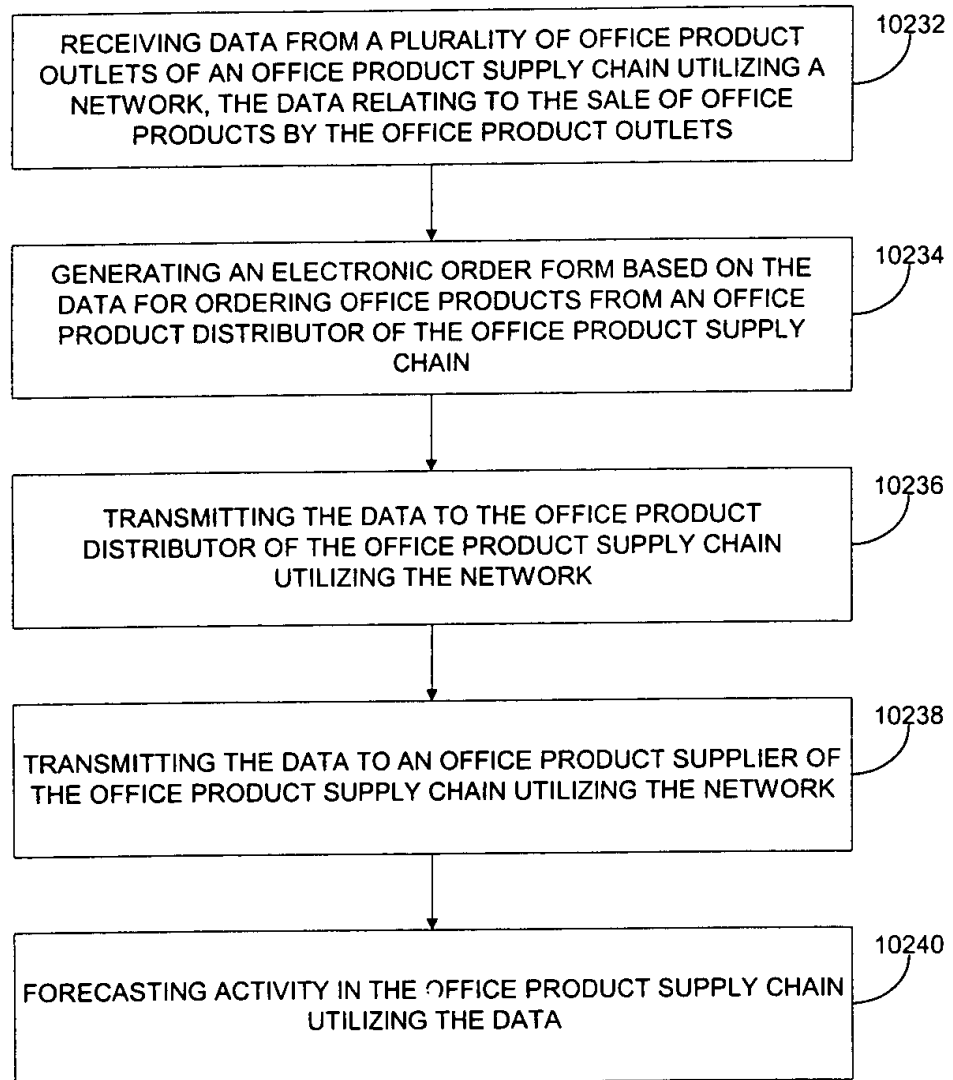
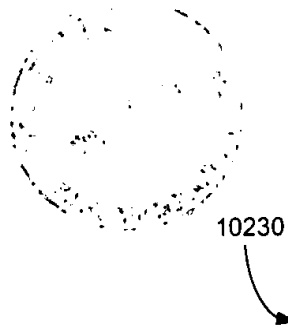


FIG. 102A

109070" 2251860

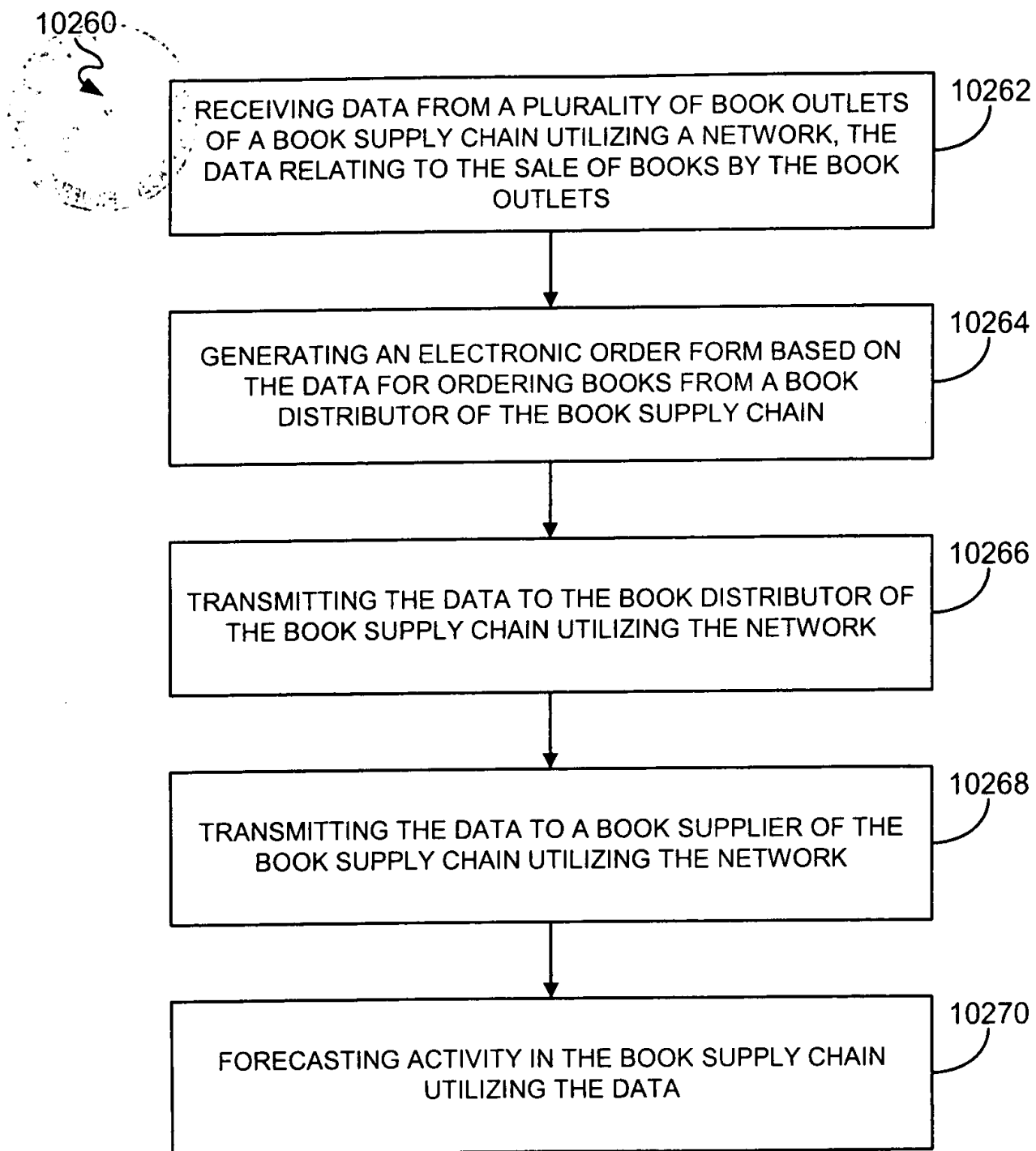


FIG. 102B

109815727.070601

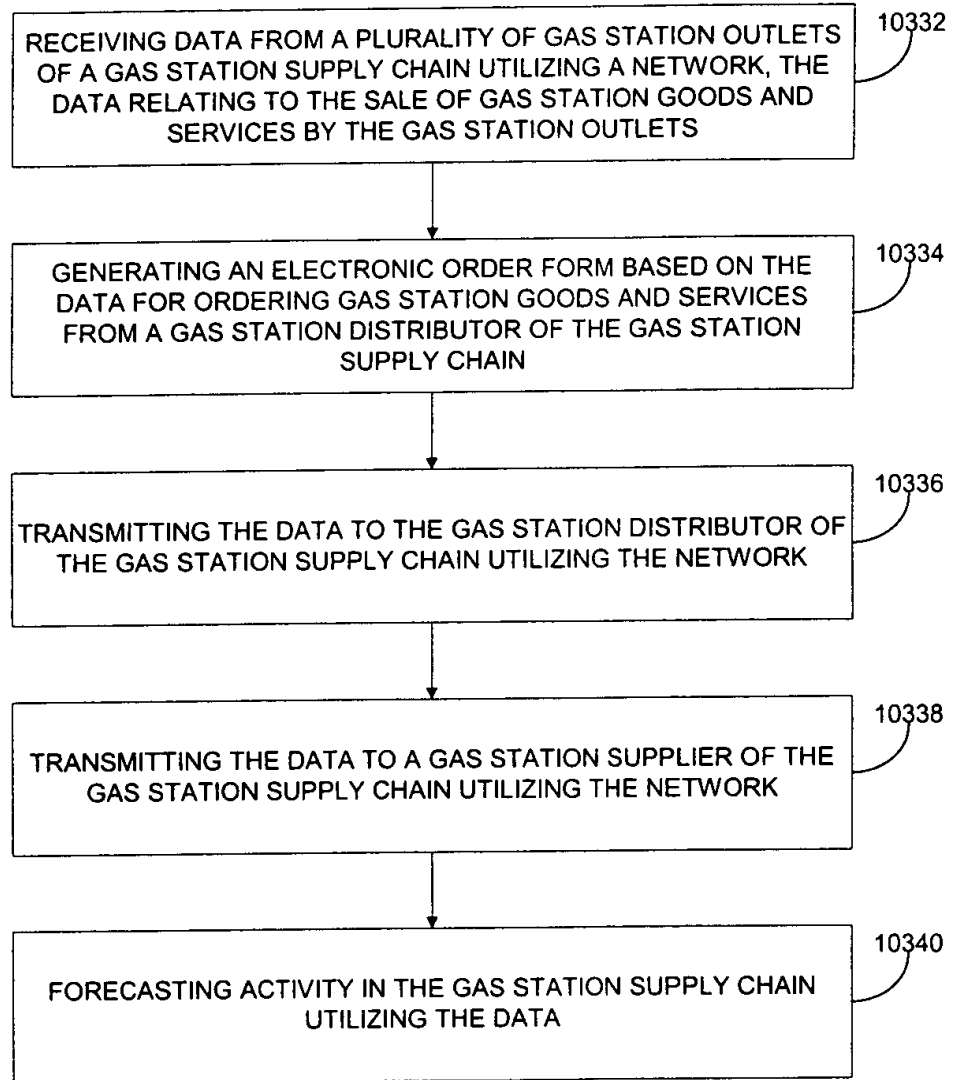
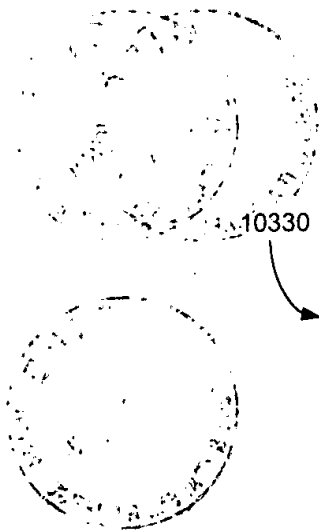


FIG. 103



10430

RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS

10432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN

10434

TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK

10436

TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK

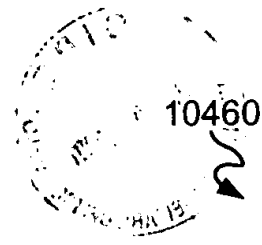
10438

FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA

10440

FIG. 104A

0915727.070601



09815727.070601
T09070" 4245T860

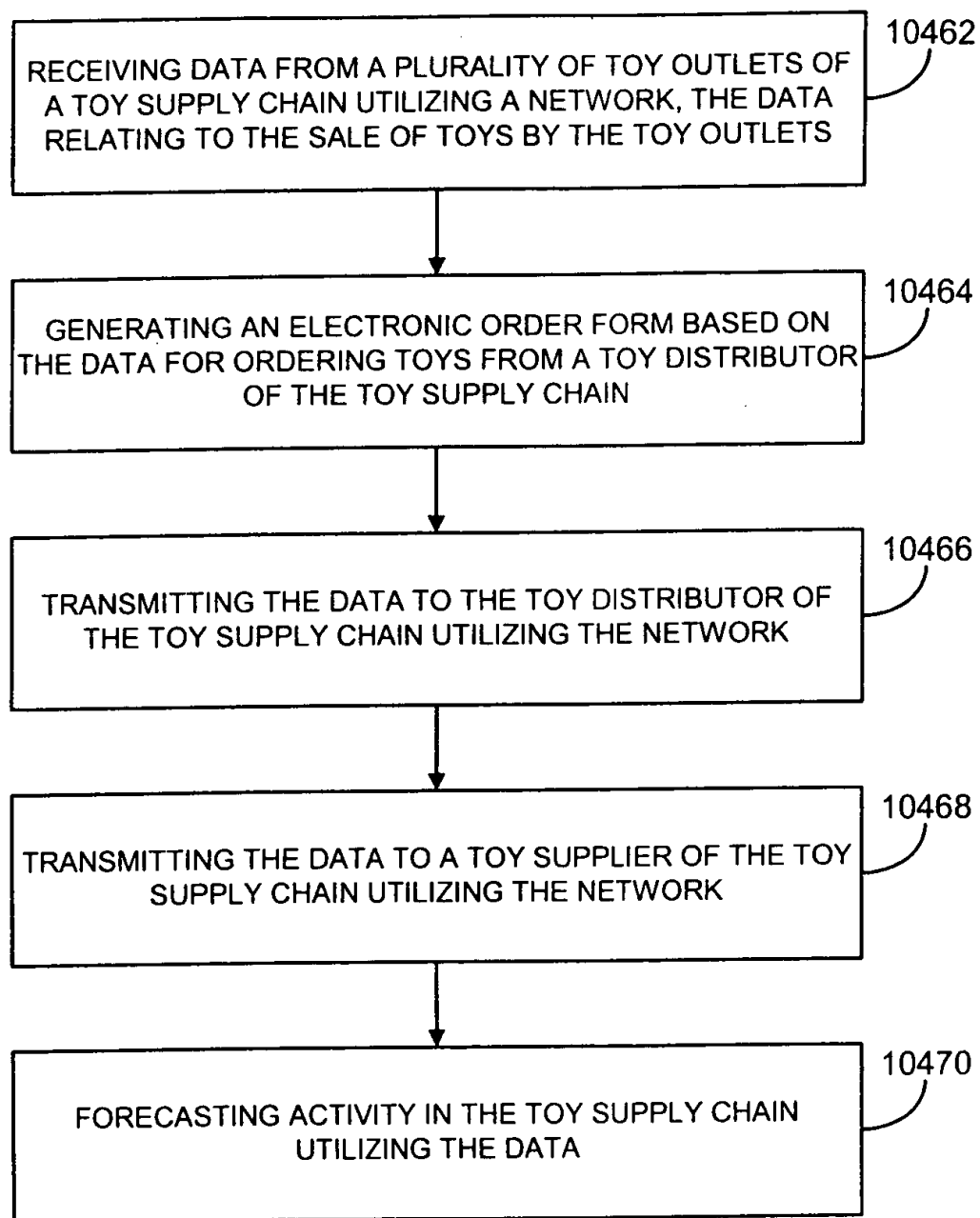


FIG. 104B

0915737-0501

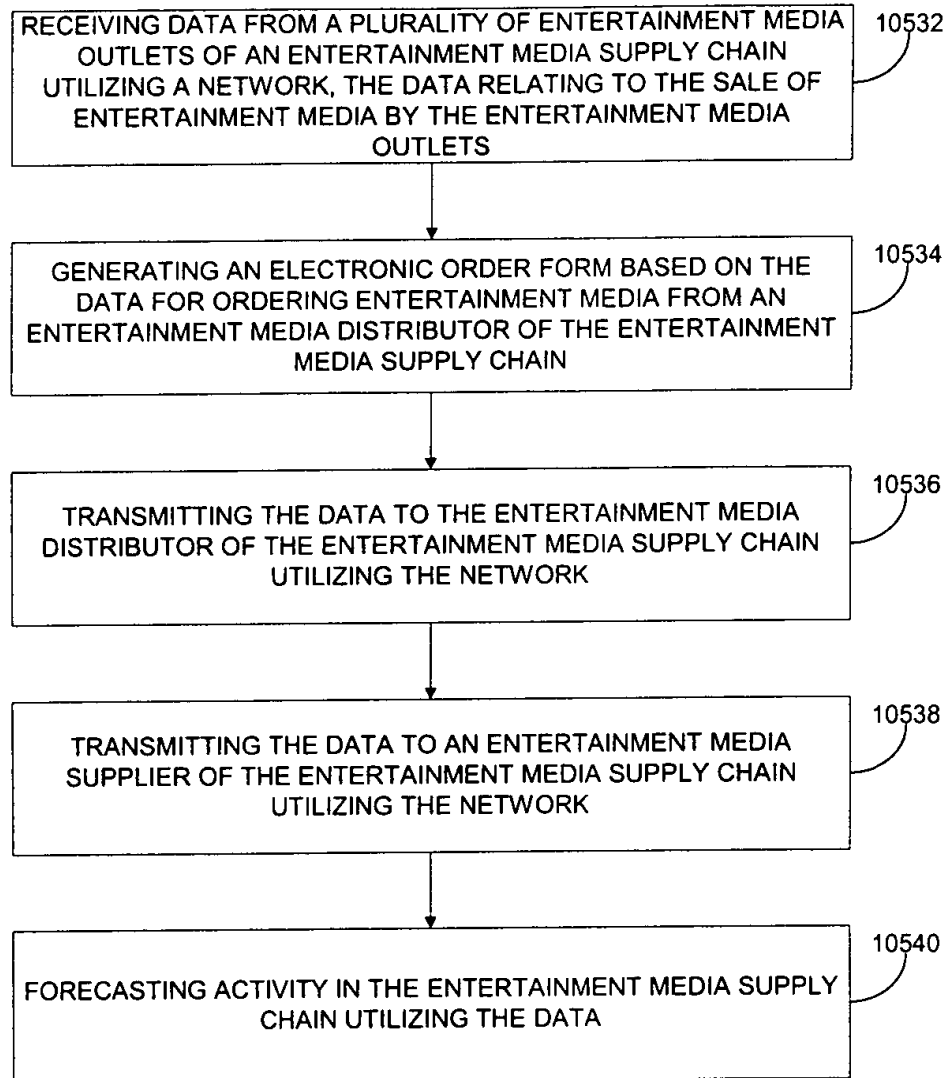


FIG. 105



10630

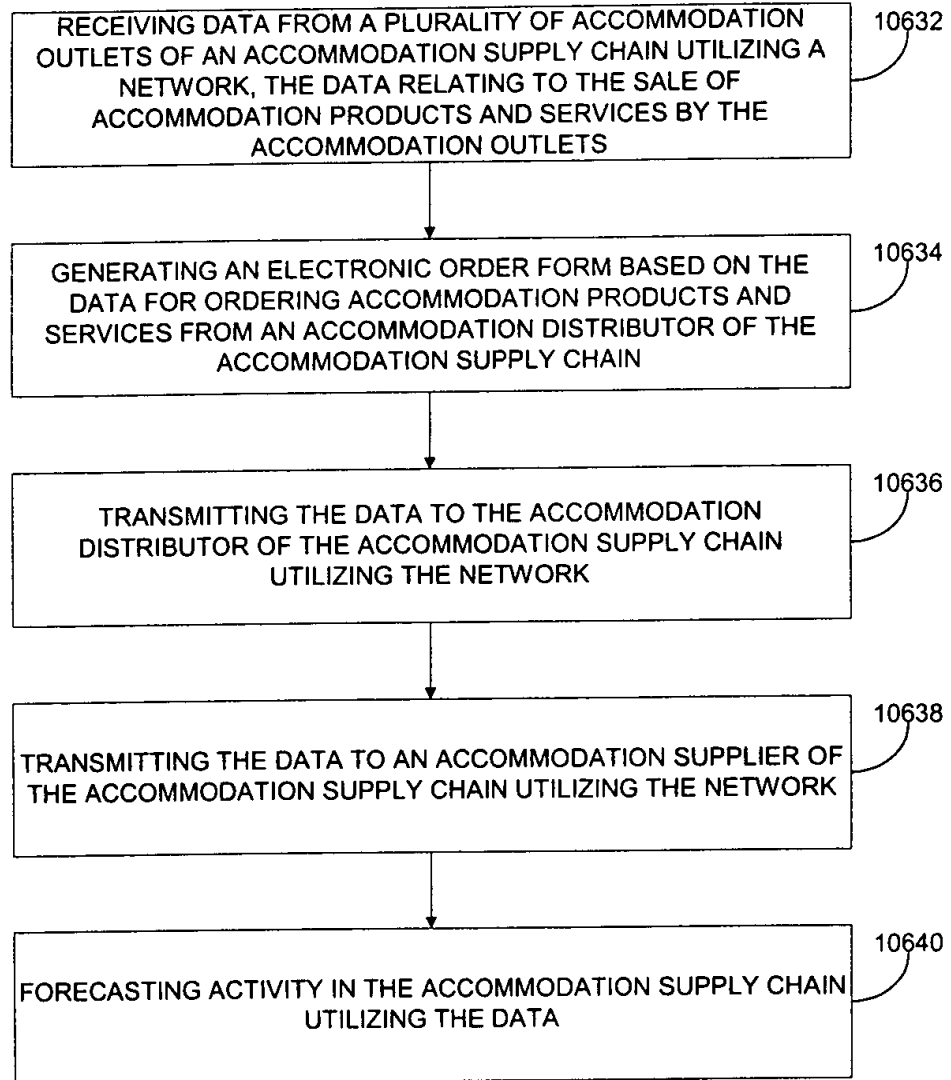
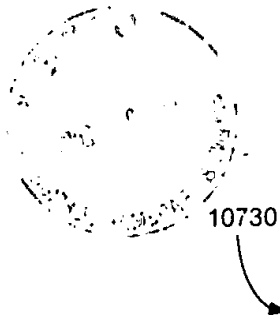


FIG. 106

09015727.070601



10730

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

10732



GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

10734



TRANSMITTING THE DATA TO SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK, WHEREIN THE SUPPLIERS OFFER RAW PRODUCTS USED FOR PRODUCING THE GOODS AT A PREDETERMINED PRICE, THE PRICE DECREASING AS A FUNCTION OF TIME DURING A PREDETERMINED DURATION

10736

FIG. 107

109070" 23451860

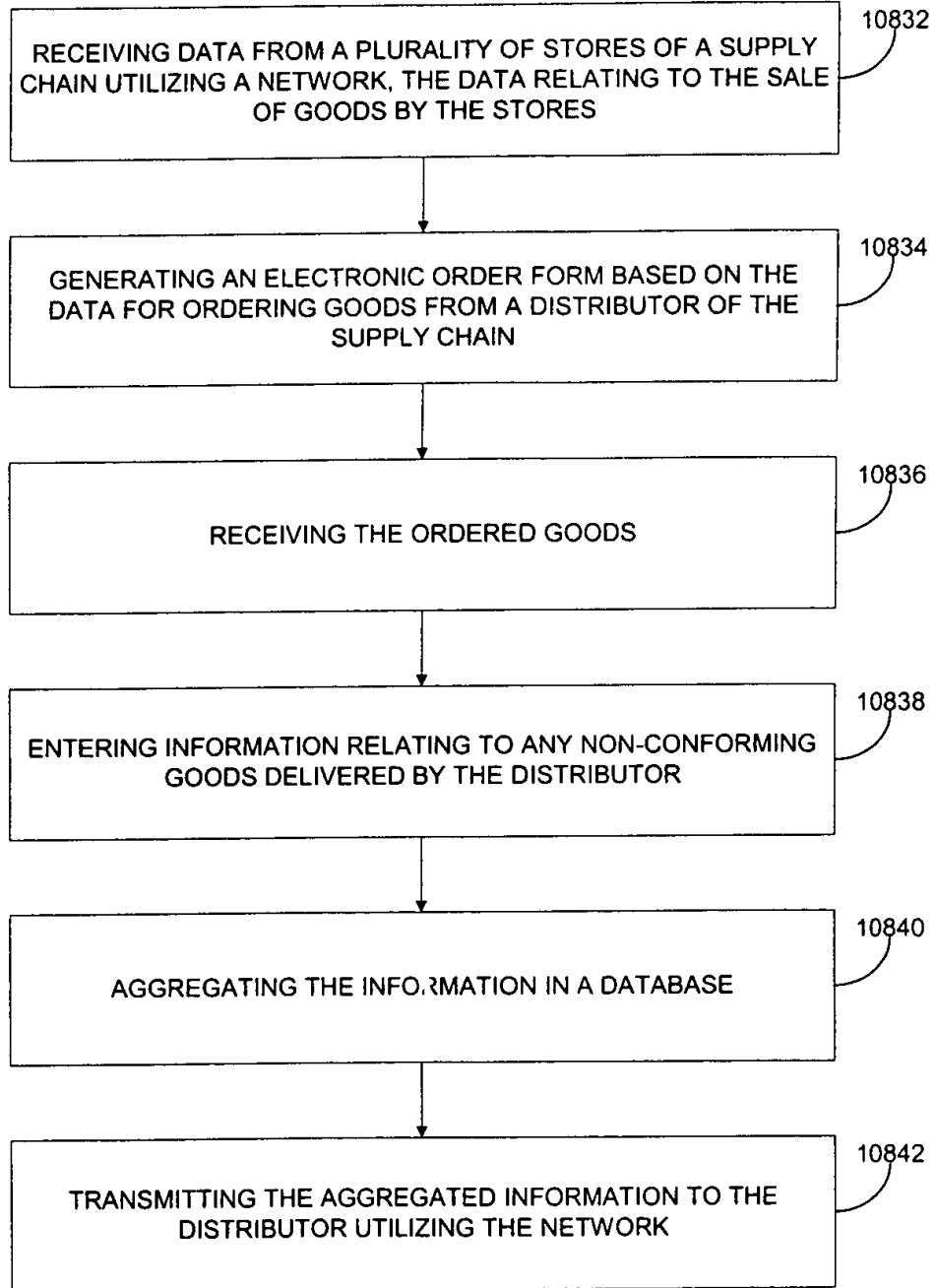


FIG. 108

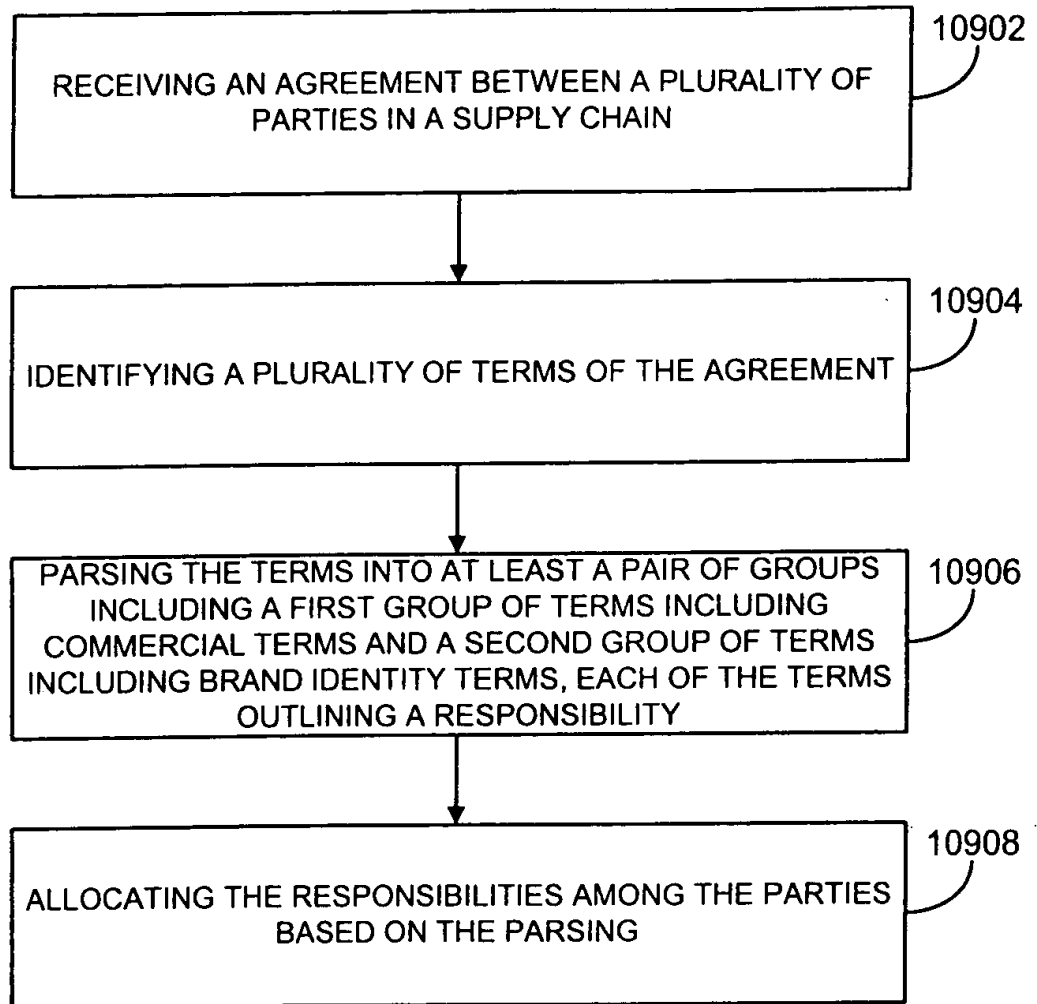
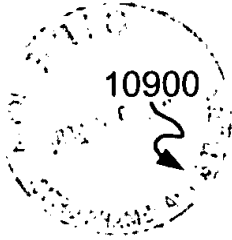


FIG. 109

09015727.070001

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

09815727.070601

11.100

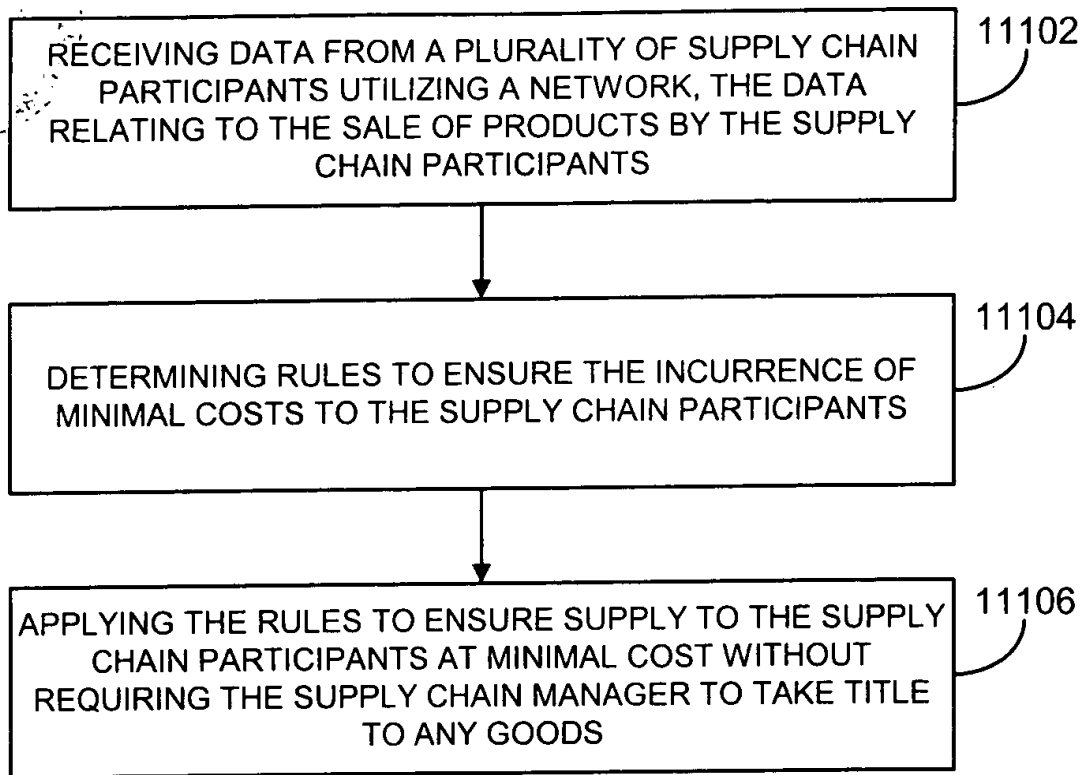


FIG. 111

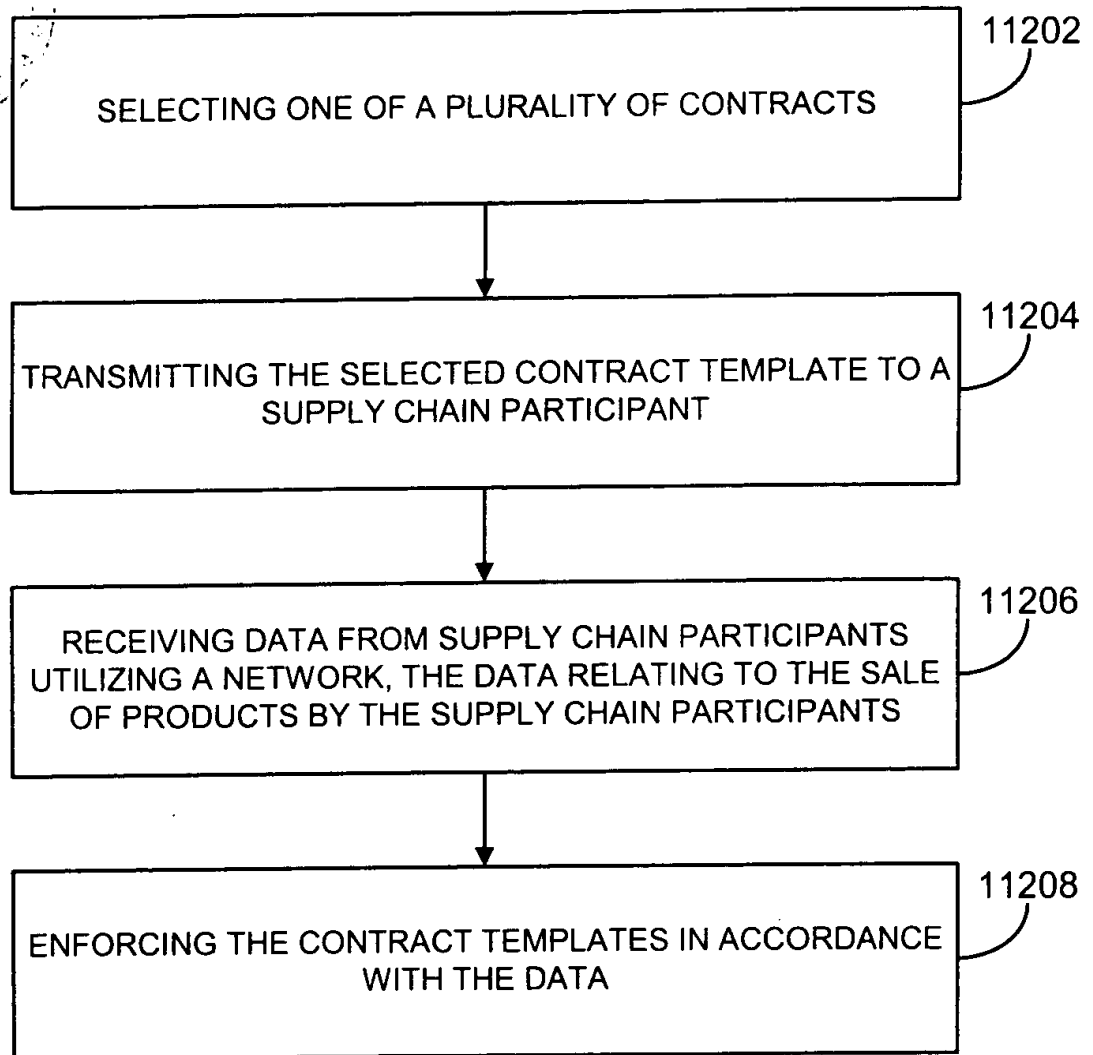
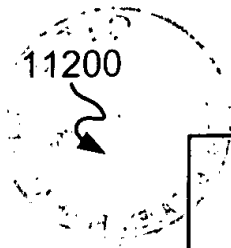


FIG. 112

0915727.07001

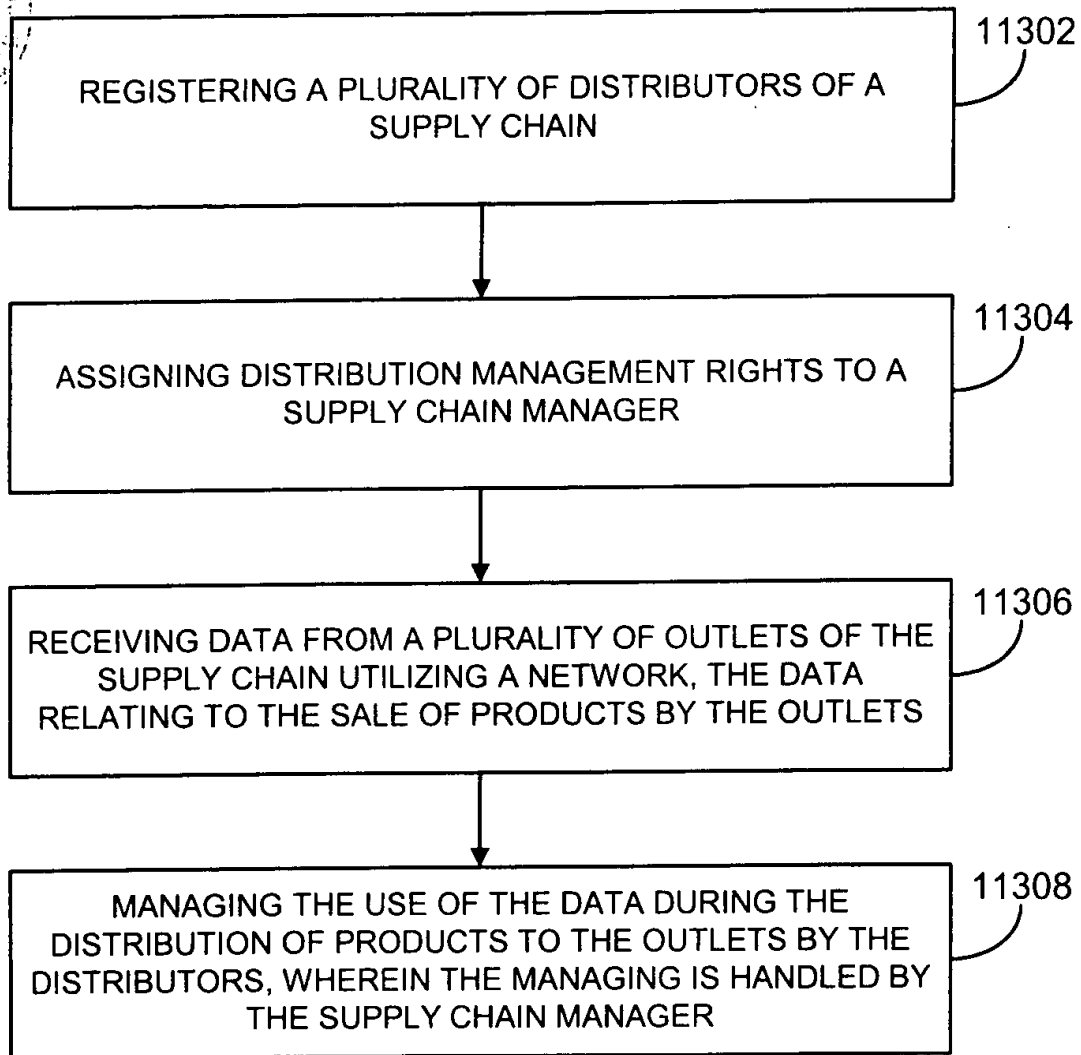
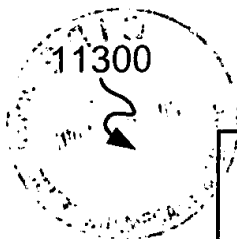


FIG. 113

09815727.070601

093157-07001

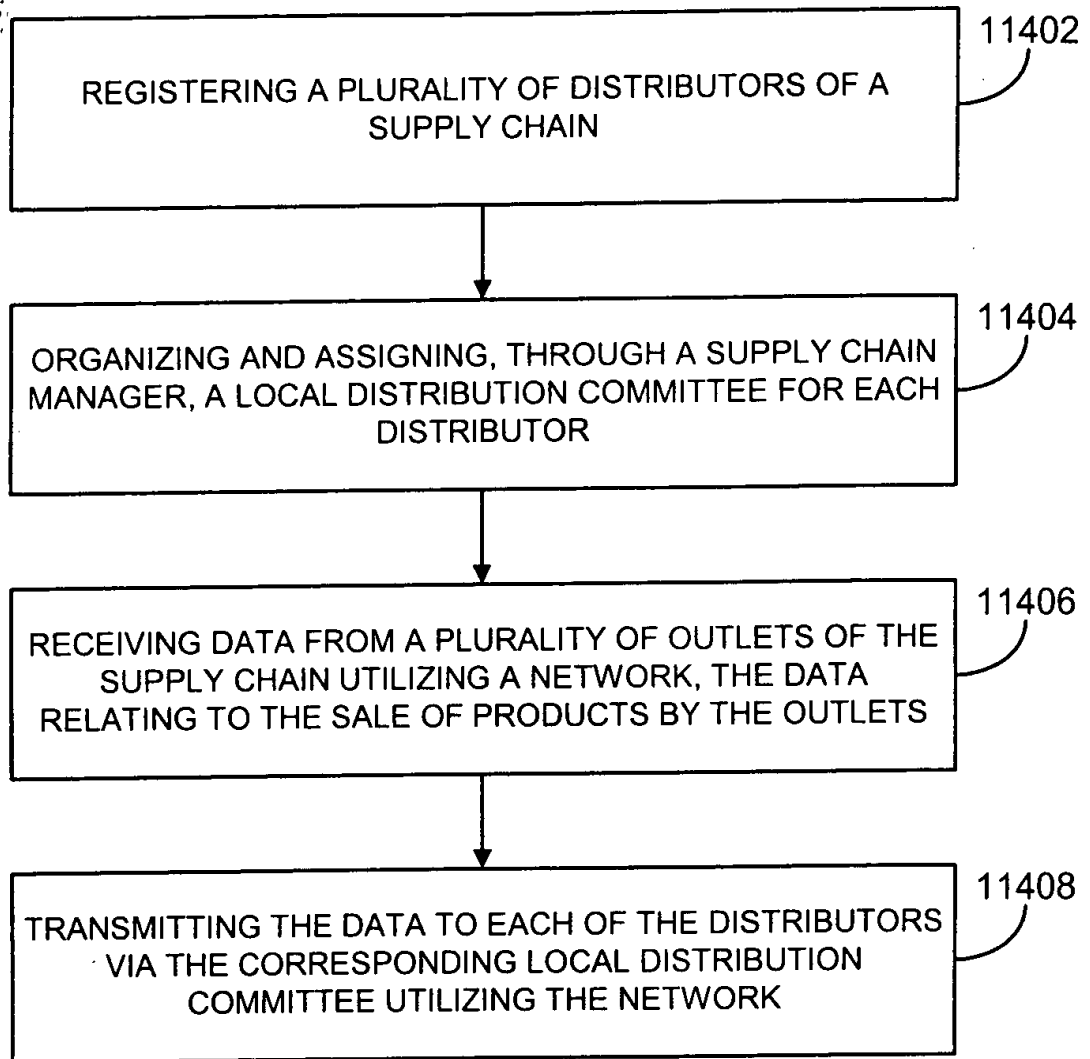
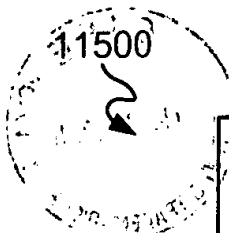


FIG. 114



2025-07-01 15:00

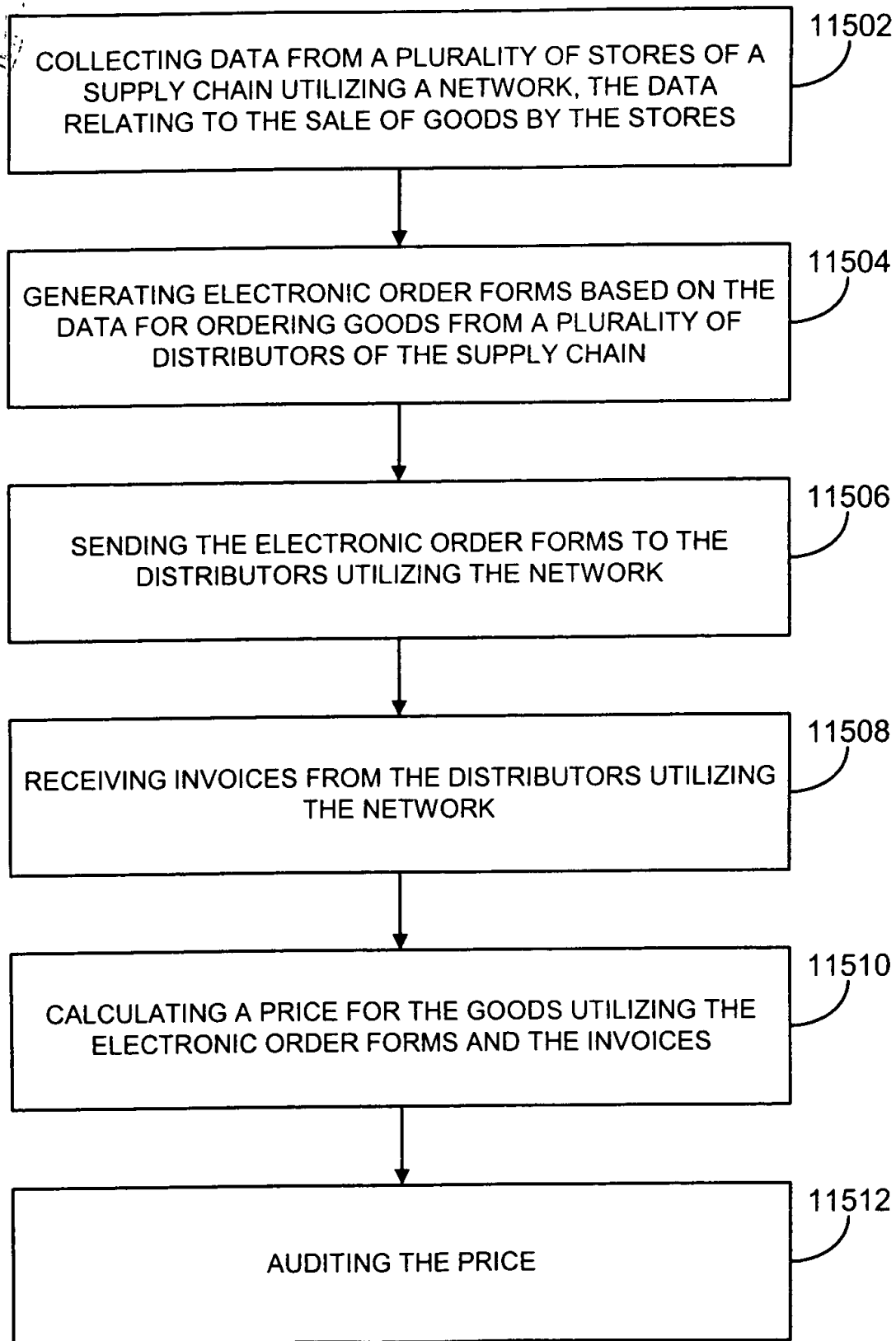


FIG. 115

0915727.07001

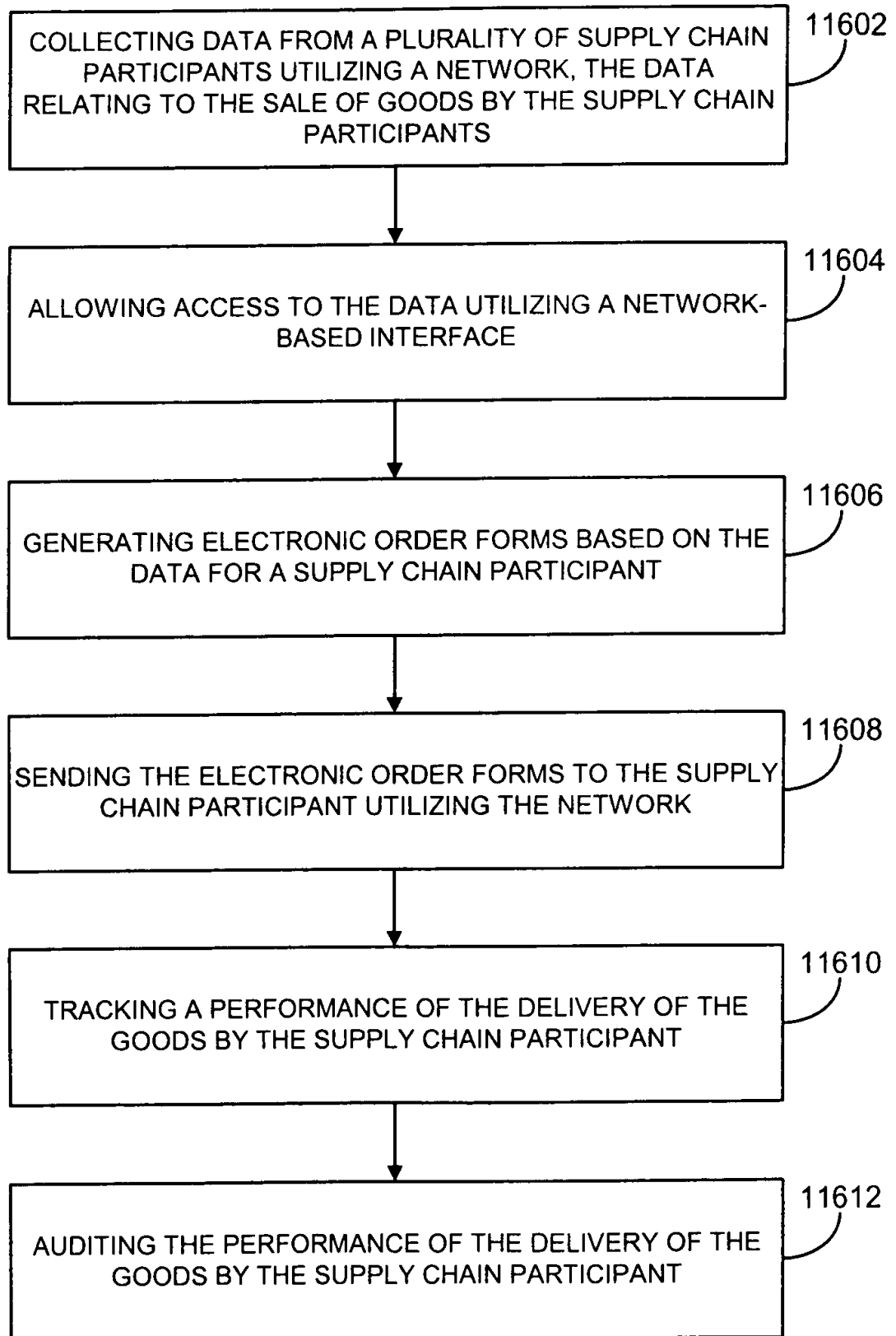


FIG. 116

09815727.070601

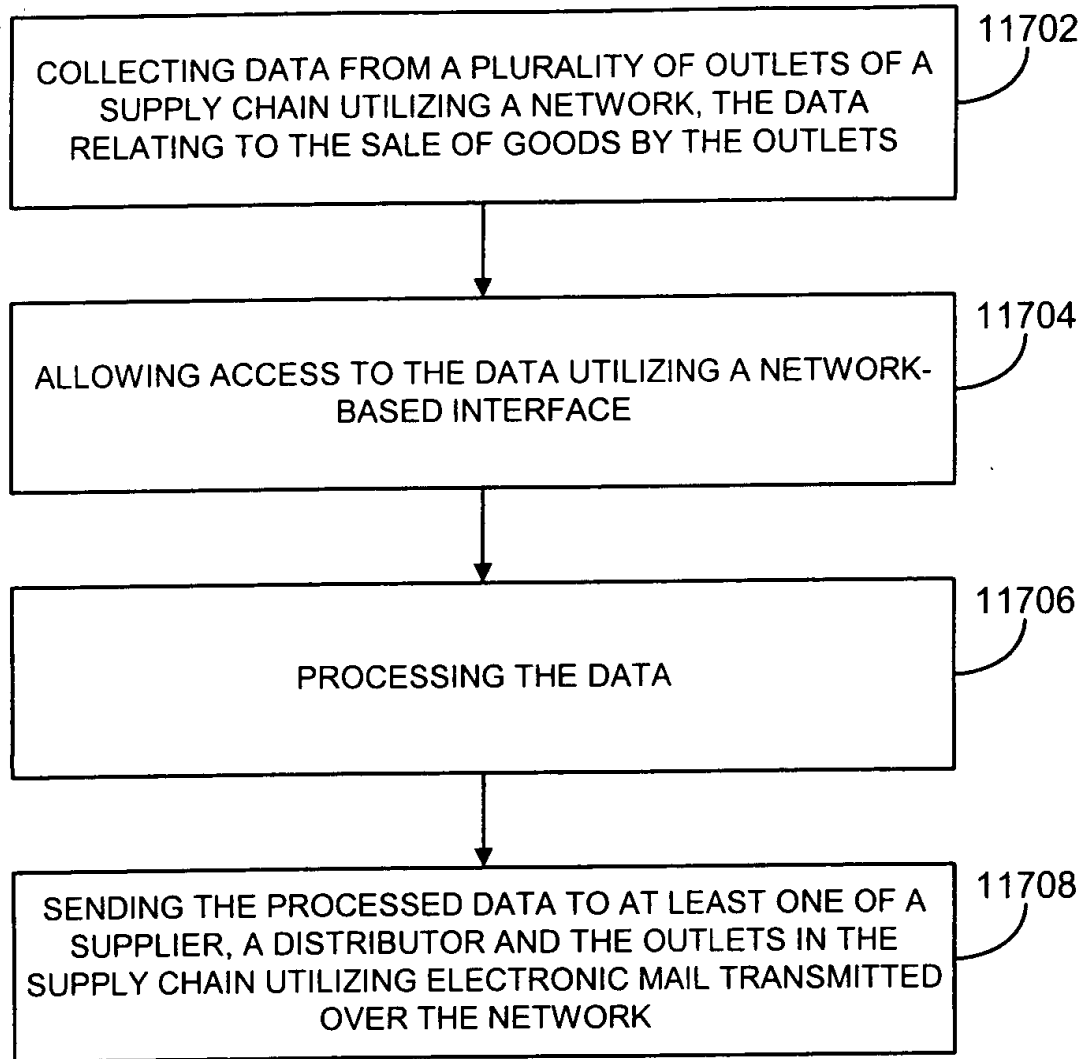


FIG. 117

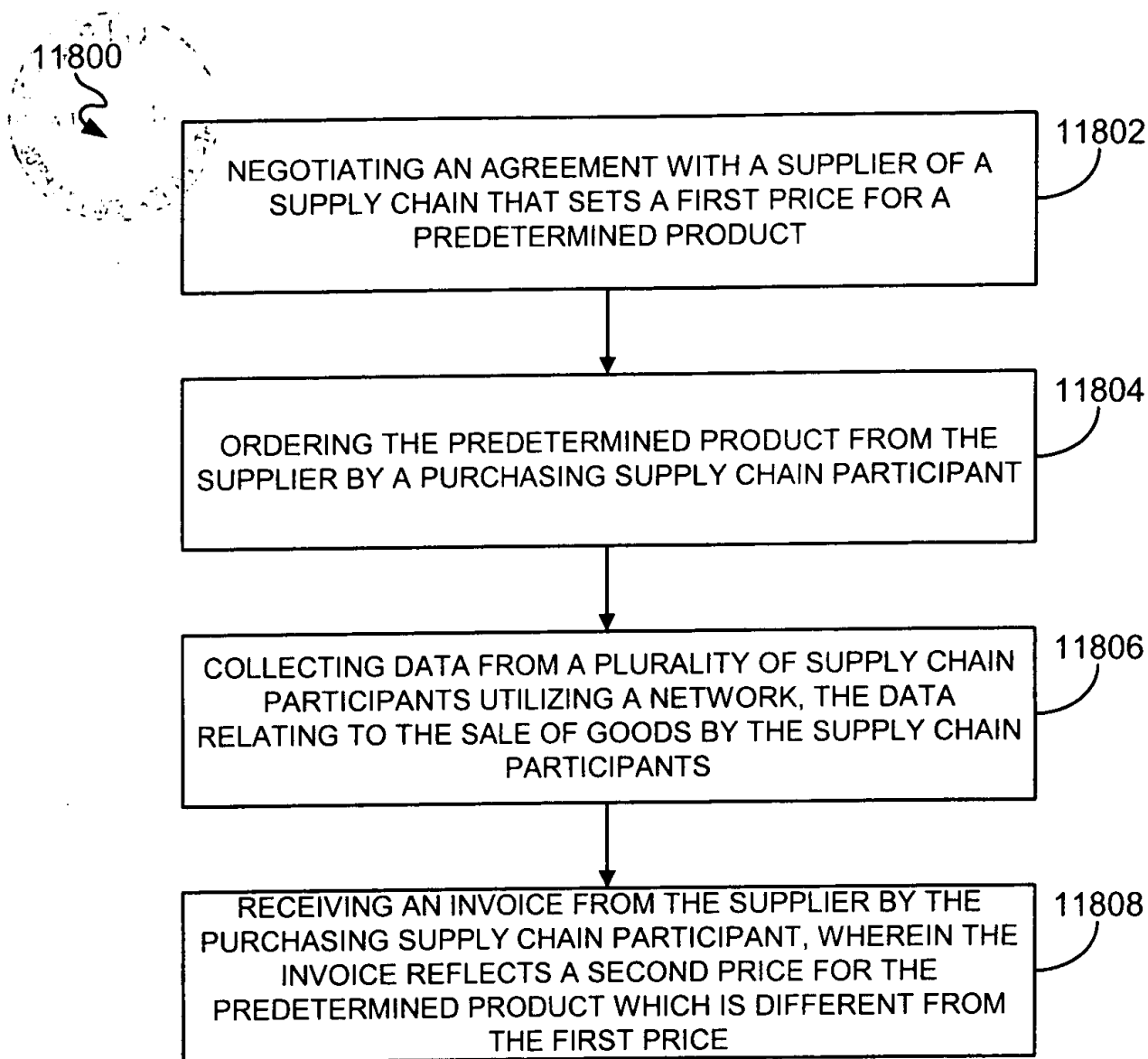


FIG. 118

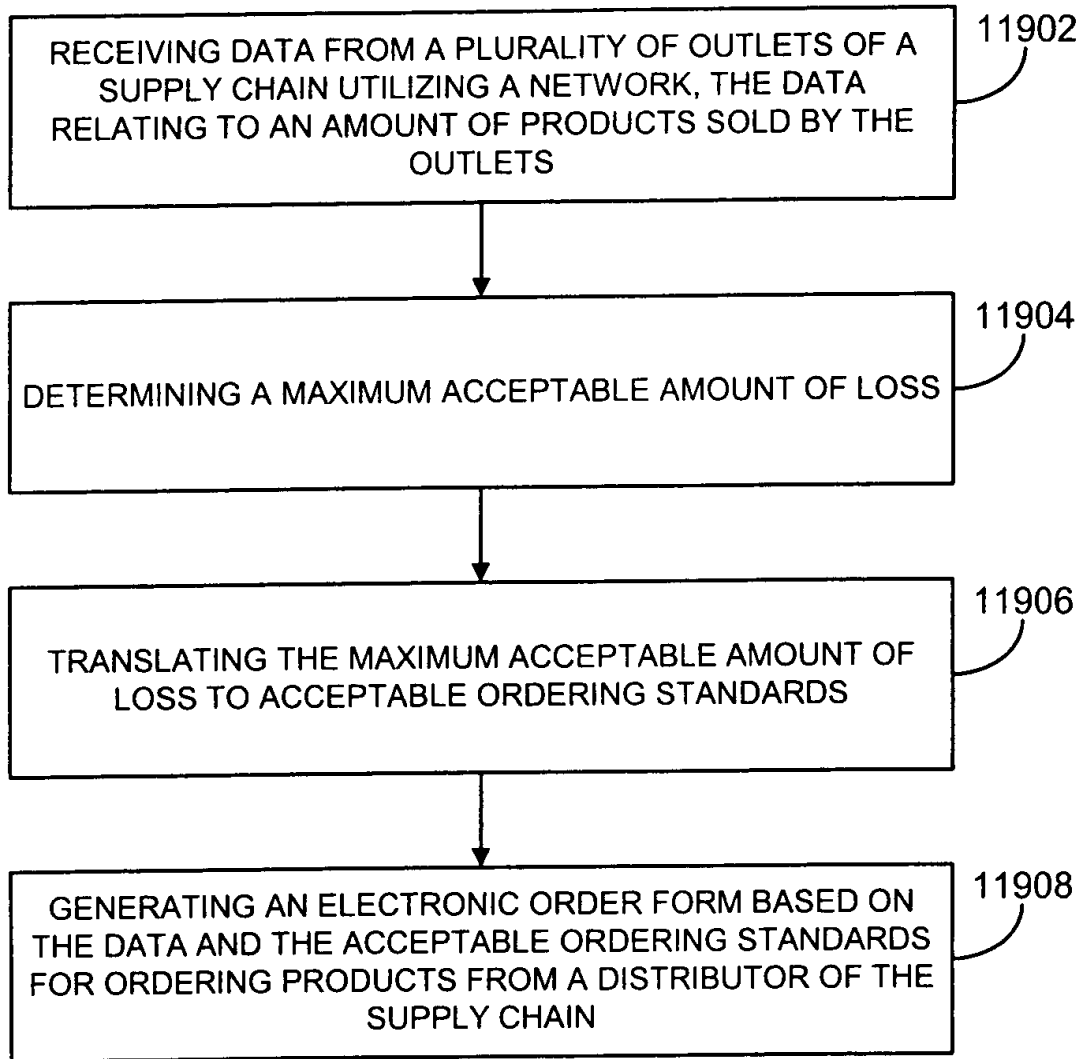
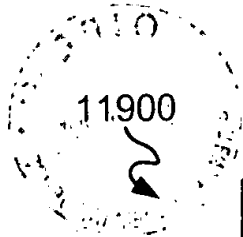


FIG. 119

0961527.0001

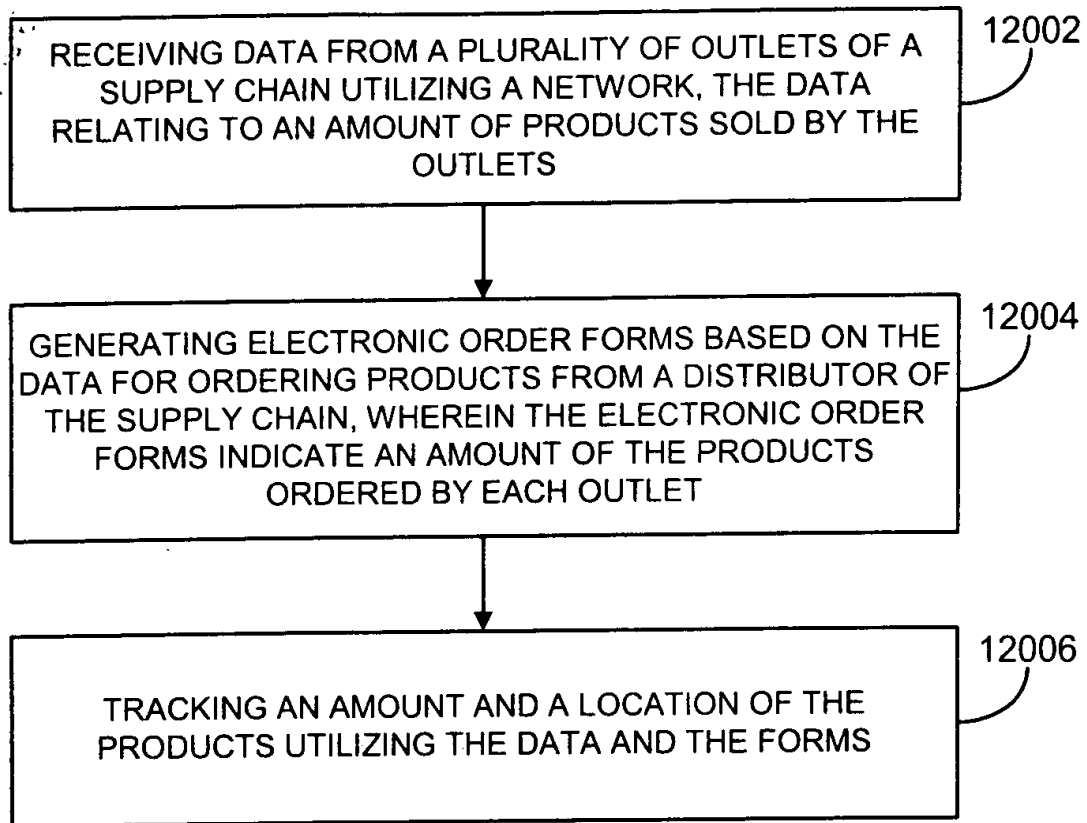
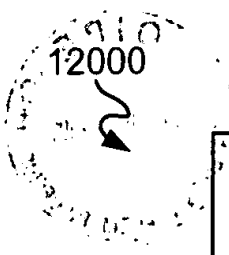


FIG. 120

09845727.070801
FIG. 120

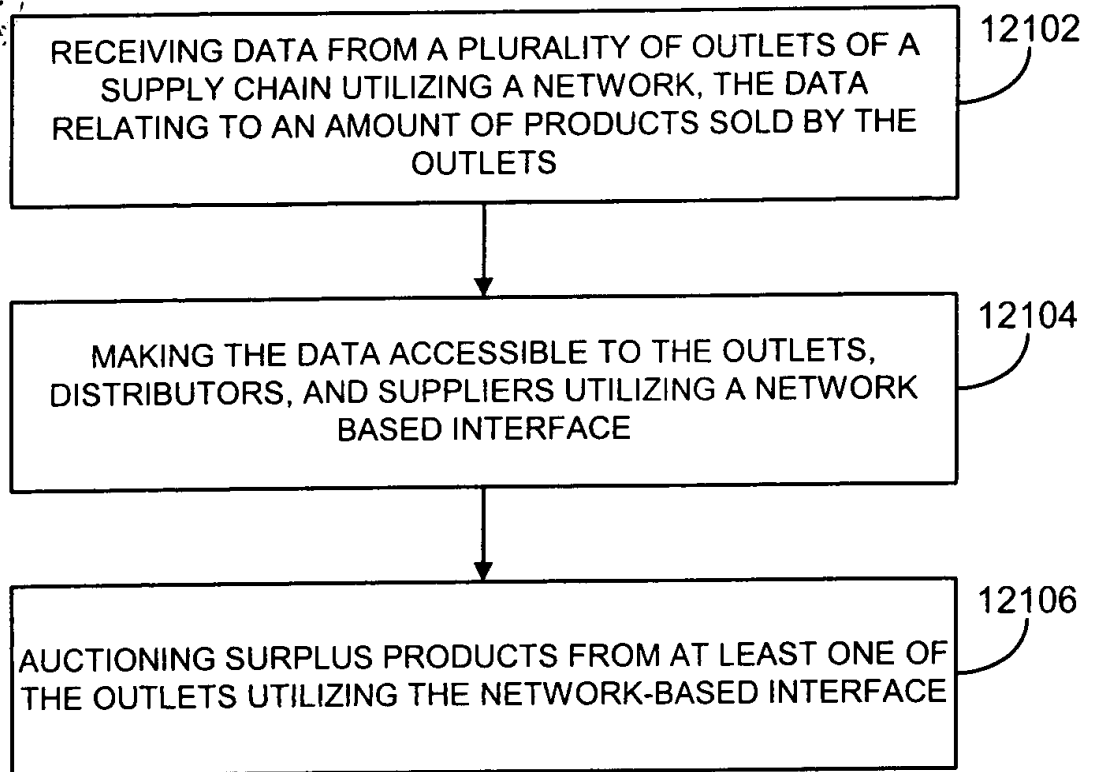
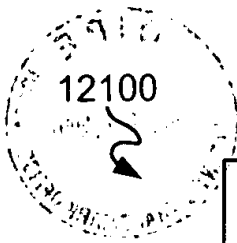


FIG. 121

09815727.070601

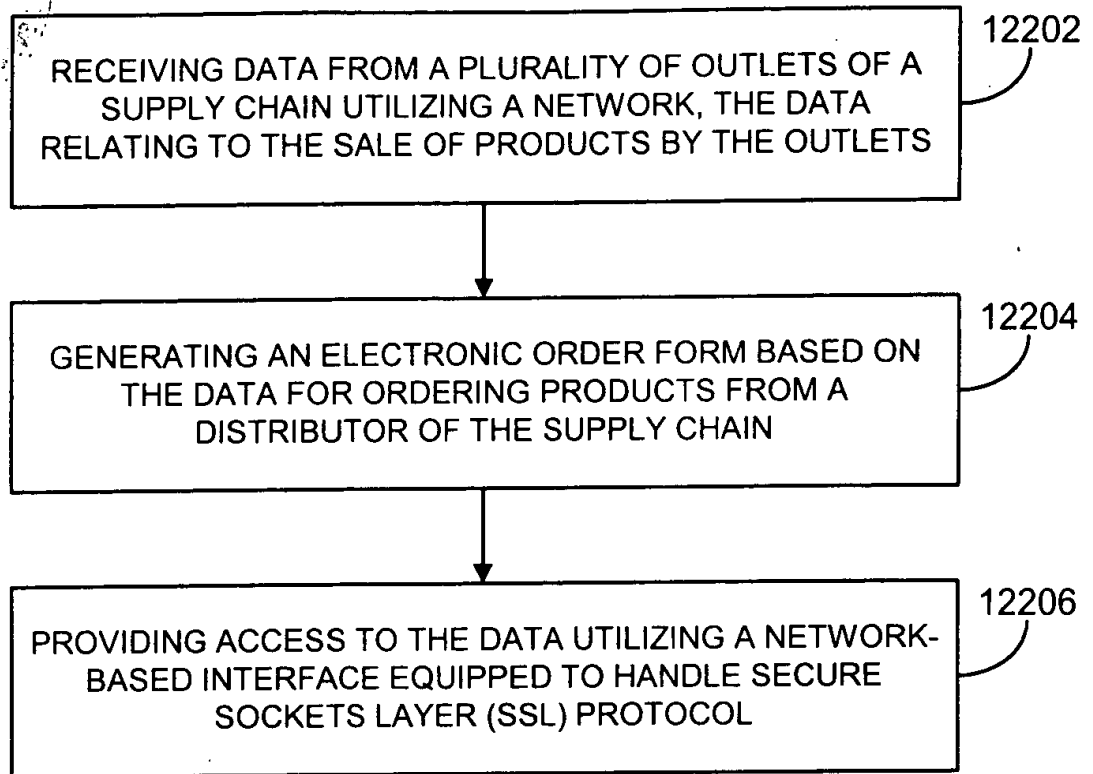
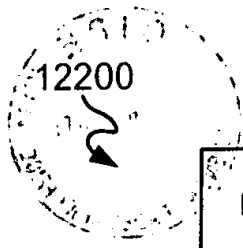


FIG. 122

09815727.070601

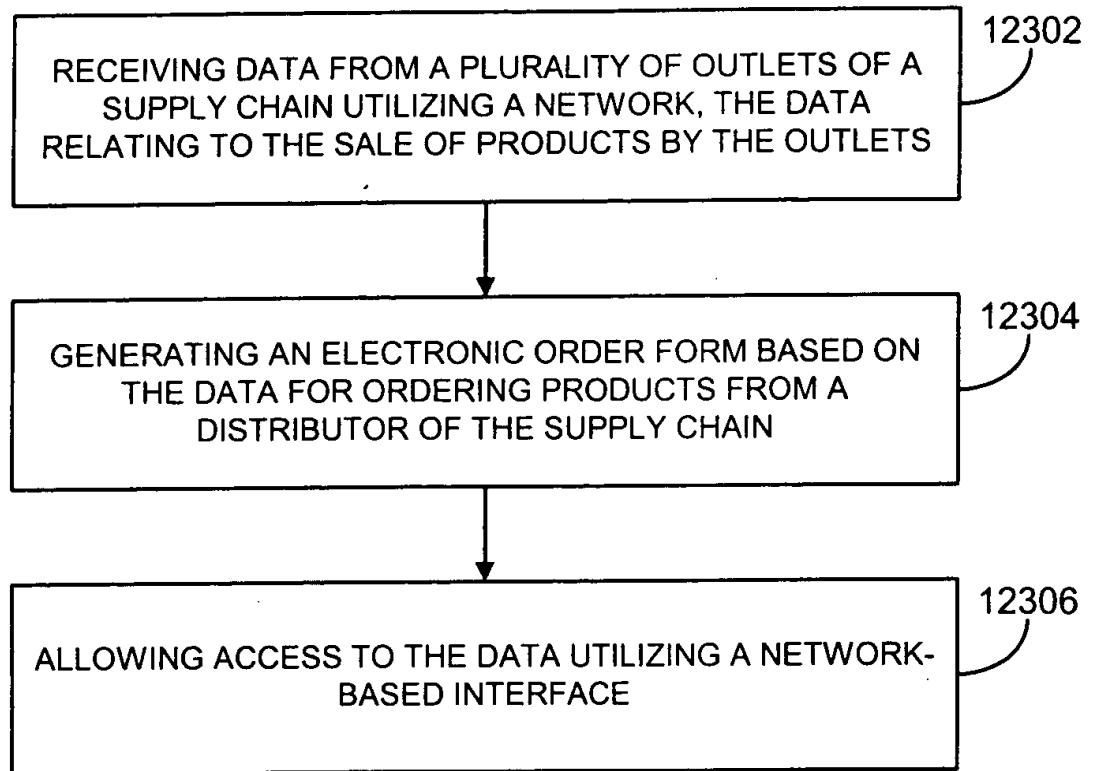


FIG. 123

09815727.070601

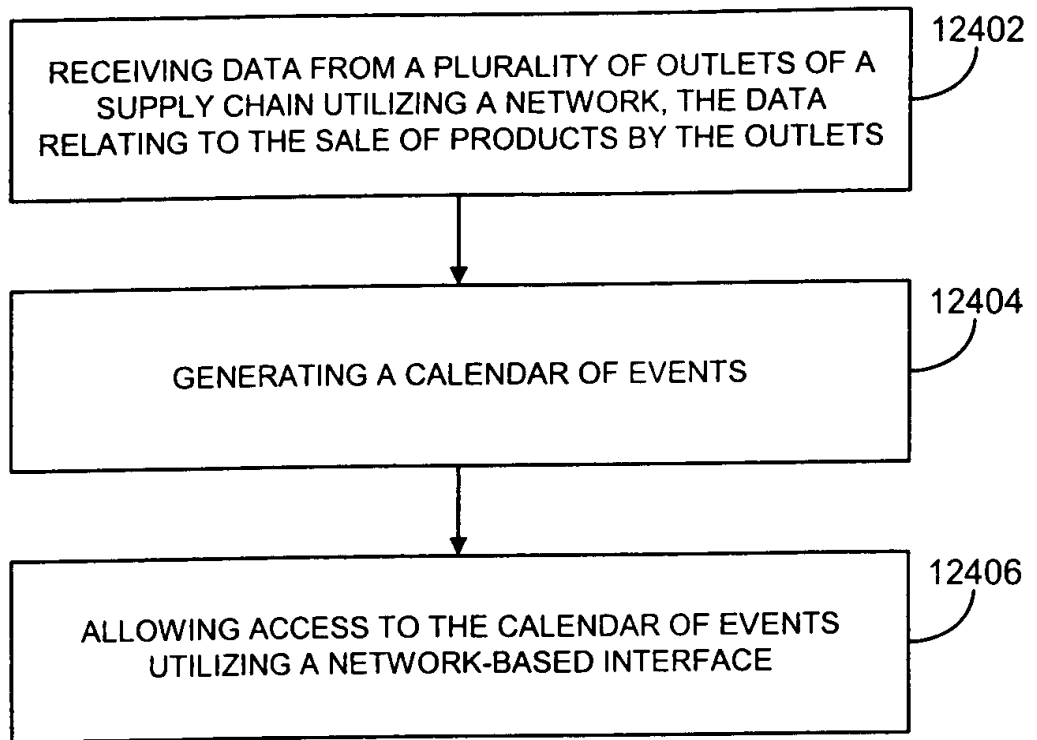
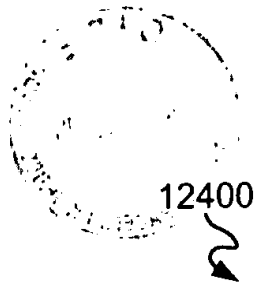


FIG. 124

09815727-070601
T09040-42751860

109040" 225T860



12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. The 'Supply' menu is open, displaying a list of options: Supplier, Supplier Site, Distributor, and DC. To the right of the menu, there are three buttons labeled 'Least Cost' and 'Contract'. Below the menu, there is a section labeled 'Item' with a dropdown arrow and a button labeled 'Items ...'.

FIG. 125

12600

12602

A screenshot of a software toolbar containing three buttons labeled 'Sort', 'Print', and 'New'.

FIG. 126

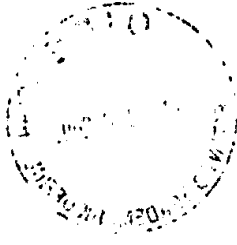
12700

12702

A screenshot of a software form with the following fields and labels: 'Item Desc:' followed by a text input field; 'Item Number:' followed by a text input field; 'Product Cat Code:' followed by a dropdown menu; 'Status Code:' followed by a dropdown menu showing 'Active'; and 'Item Rank:' followed by a dropdown menu.

FIG. 127

FO9040" 4245T860



12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



12900



FIG. 129

09815727-070601

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active	Rail Sidings:

FIG. 132

09815727.070601

13300

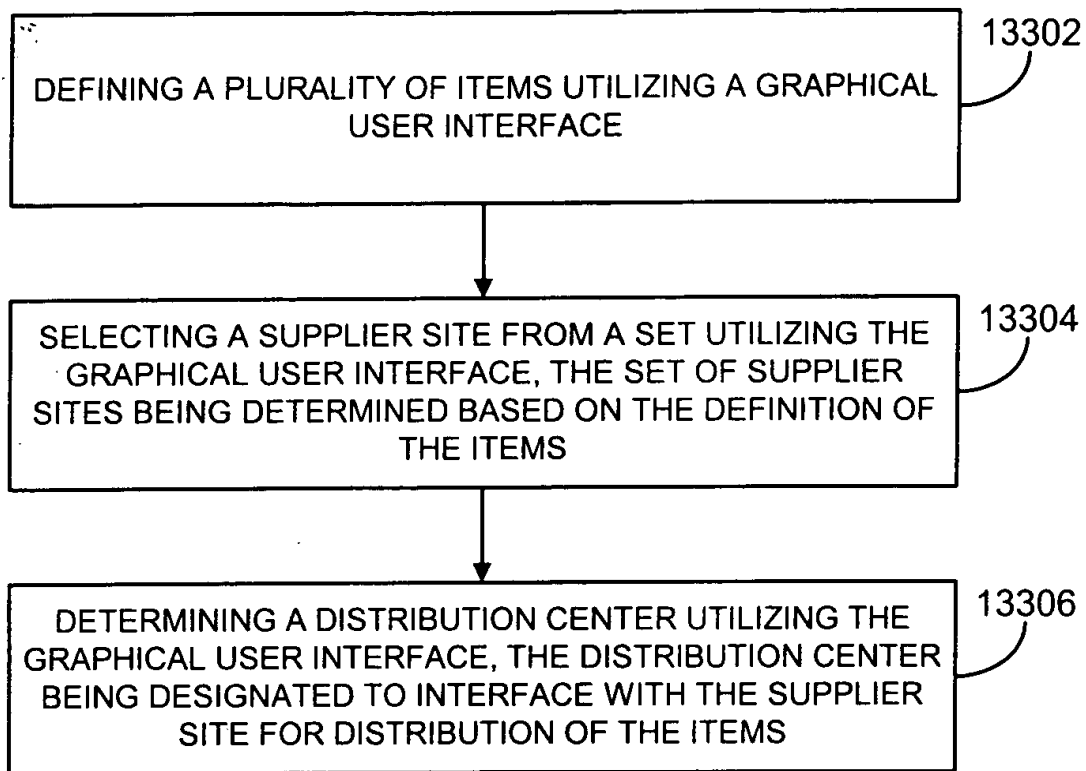


FIG. 133

09815727-070601
FO9070" 22/51860

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input checked="" type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

FO9070" 225T860

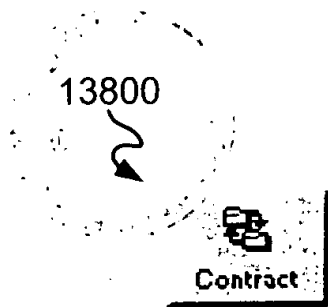
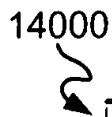


FIG. 138



Min	rdr	UM	Slip	D liv.
1		TRUCKLOAD(S	Pallet	
1		TRUCKLOAD(S	Pallet	

FIG. 139



Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

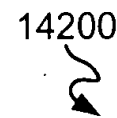
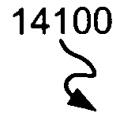


FIG. 142



- Options Window Help
- Verify
- Contract Link
- Matrix Status
- Price Notification - Standard
- Price Notification - DC's
- Supplier Confirmation...

FIG. 141



Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
Vendor Rating	New (build matrix) ...	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400

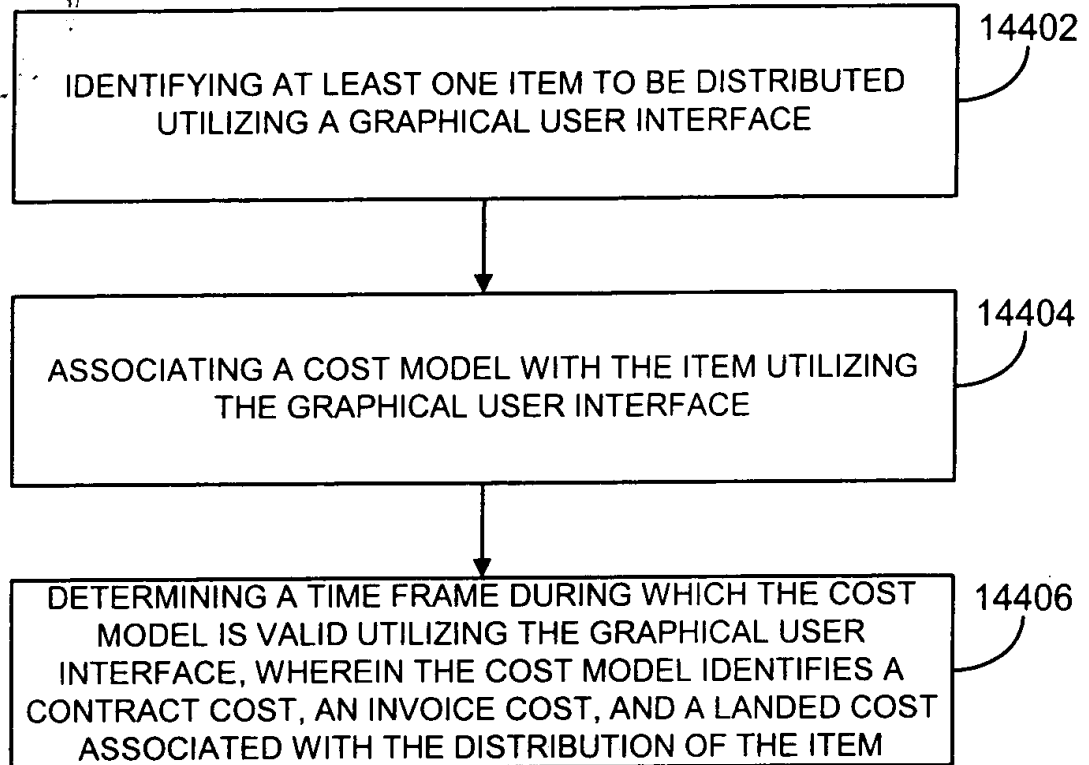


FIG. 144

FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersch

Current Buyer Name: Chris Stinton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

0015727.07601

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

15300

Exhibit C

FIG. 153

FIG. 152

09815727-070501

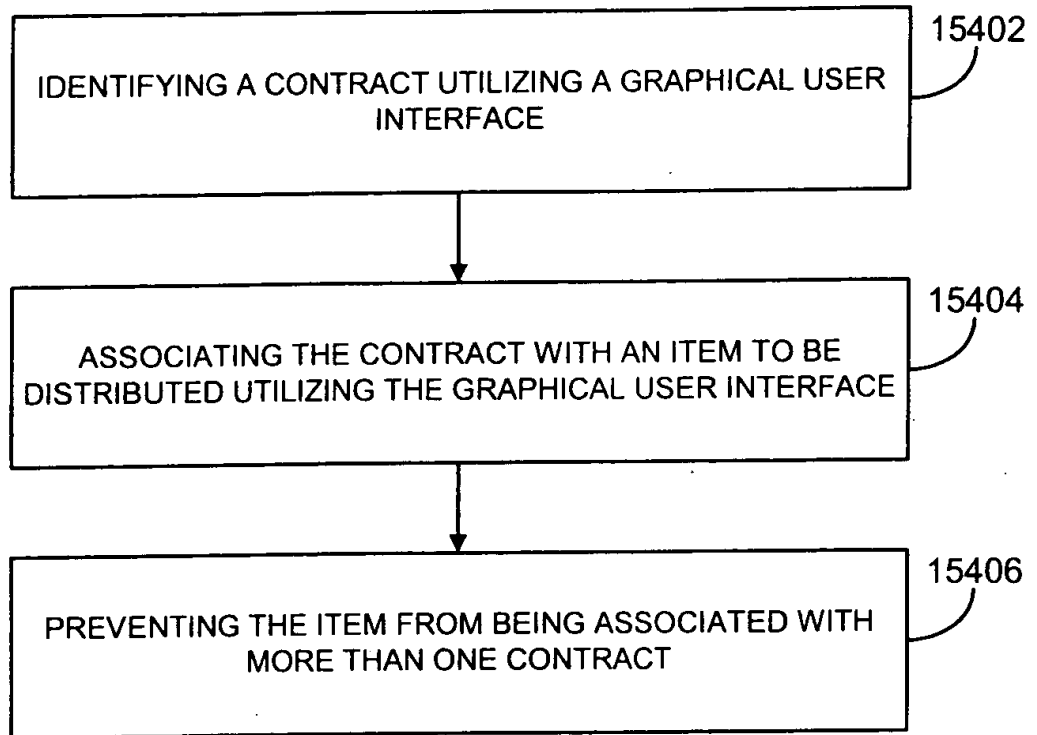
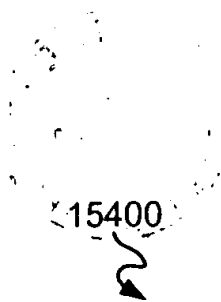


FIG. 154

09815727.070601

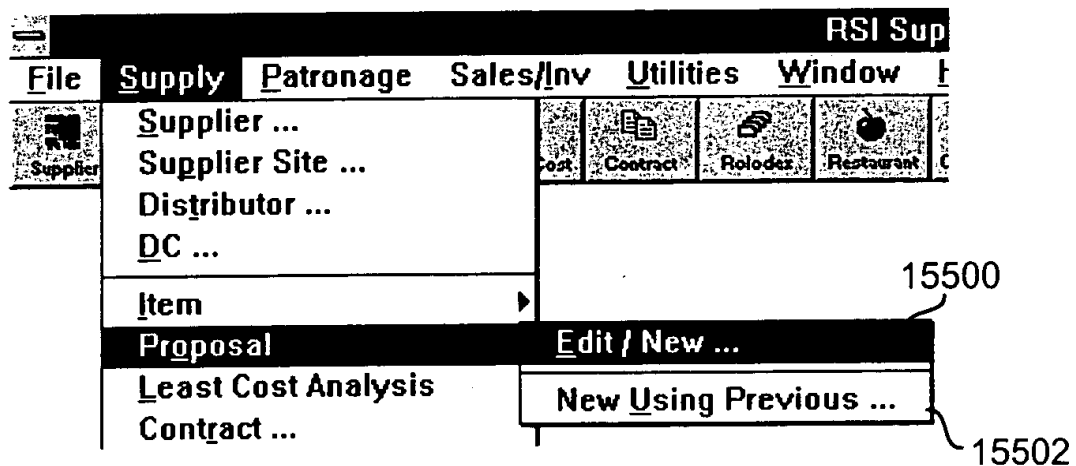


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids														
Main Info	Items	Suppliers												
Proposal Information <table border="0"> <tr> <td>Proposal ID:</td> <td>1021</td> <td>Proposal Due Date:</td> <td>06/12/97</td> </tr> <tr> <td>Proposal Name:</td> <td>Foam Hot Cups & Polystyrene Lids</td> <td>Contract Begin Date:</td> <td>07/01/97</td> </tr> <tr> <td>Buyer Name:</td> <td>Dennis Clabby</td> <td>Contract End Date:</td> <td>06/30/98</td> </tr> </table>			Proposal ID:	1021	Proposal Due Date:	06/12/97	Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97	Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98
Proposal ID:	1021	Proposal Due Date:	06/12/97											
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97											
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98											
Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>			#	Date	Action Description	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						
#	Date	Action Description												
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.												

FIG. 156

091527.070601

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

> >> << <

Item Description
LD-HOT 12/16 OZ (DRY)
LD-HOT 8 OZ (DRY)

2 Rows Selected

FIG. 158

09015727.070601



Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LD-HOT 12/16 OZ (DRY)
LD-HOT 8 OZ (DRY)

FIG. 159

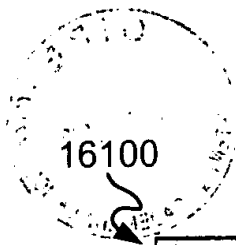
16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160



Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

09815727-070601

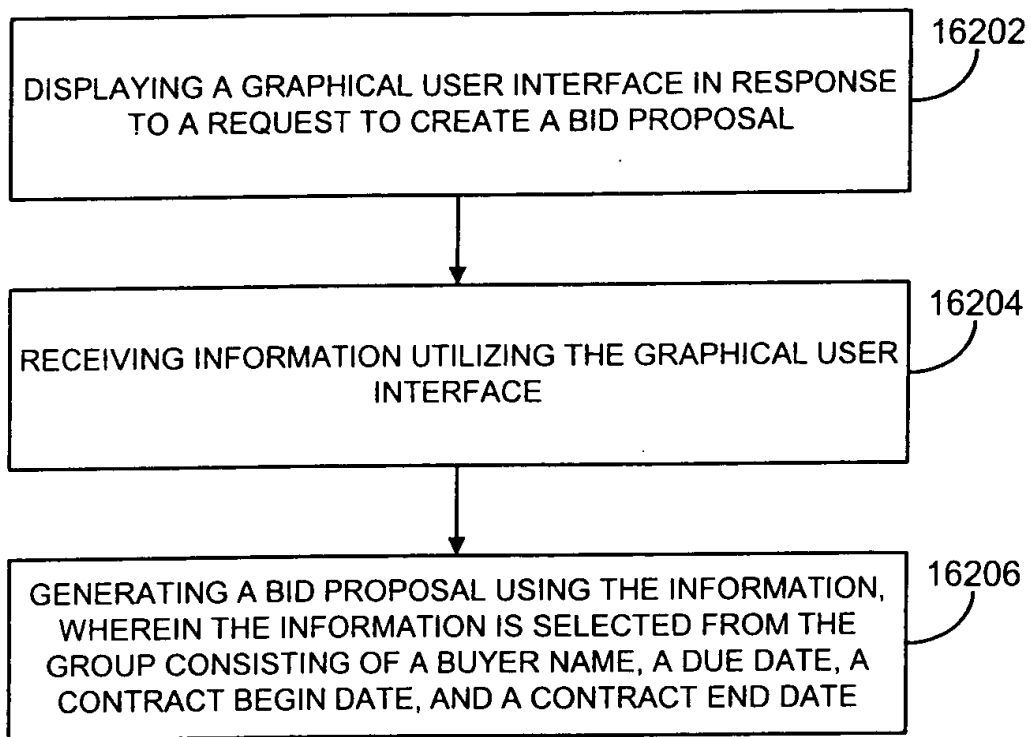


FIG. 162

09815727.070501



16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

09815727-070501

0915727.070601

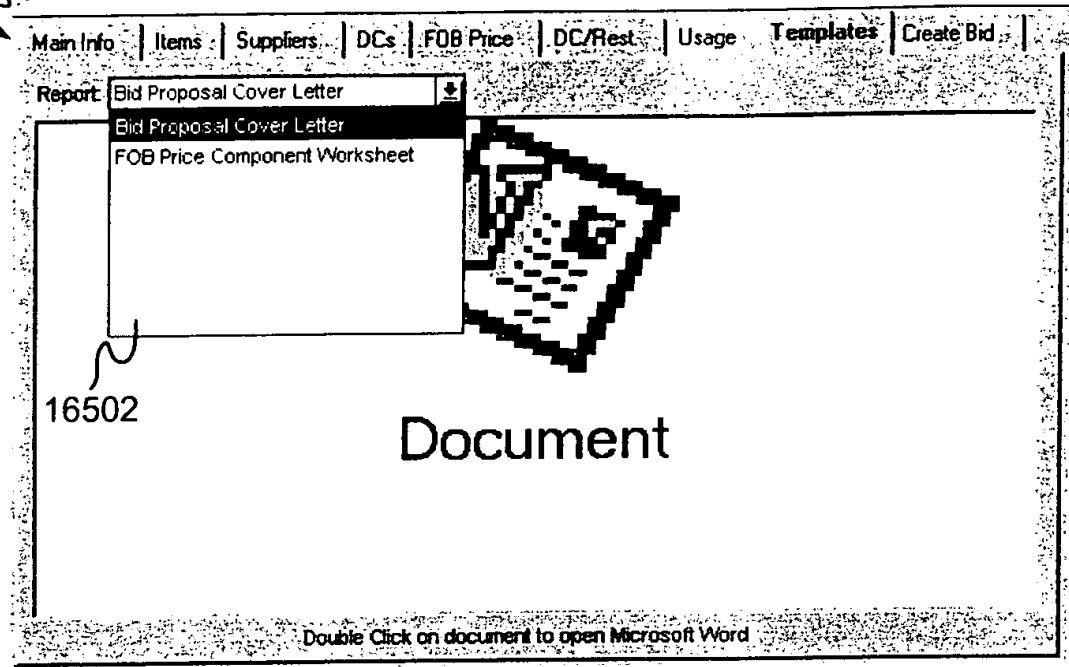


FIG. 165

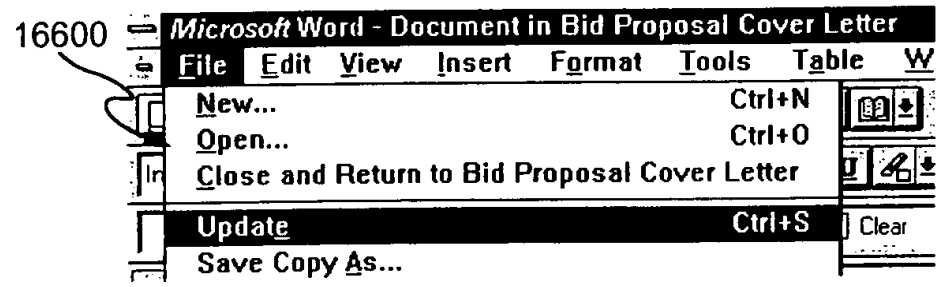


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

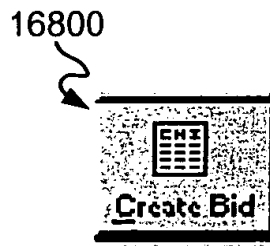


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	Restaurant Services, Inc. Item Information Worksheet ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

09815727.070601



17000

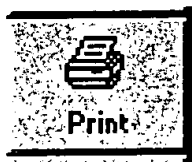


FIG. 170

17100



FIG. 171

09815727.070501
T09070" 7275T860

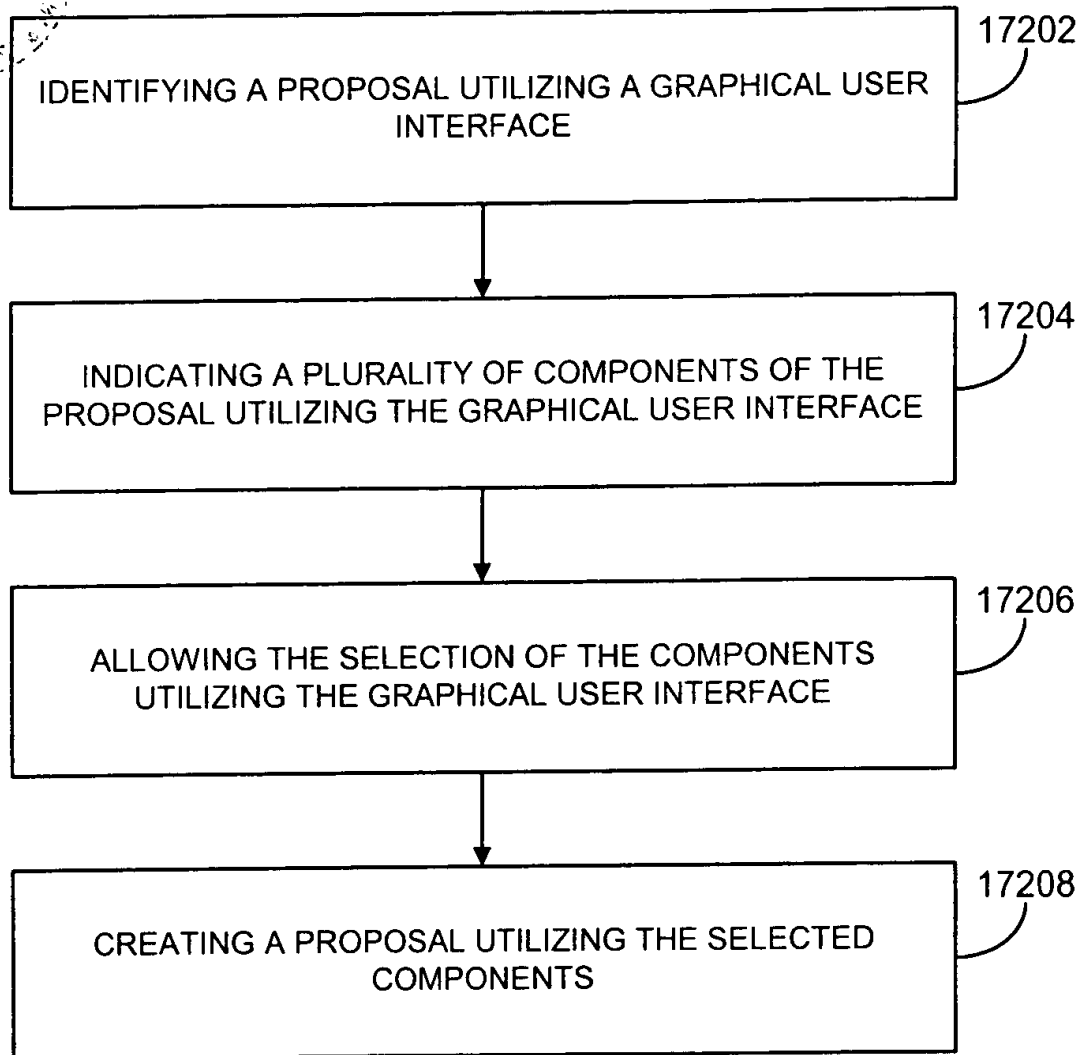
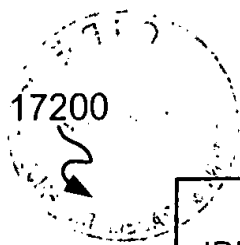


FIG. 172

09815727.070601



17300



FIG. 173

17400

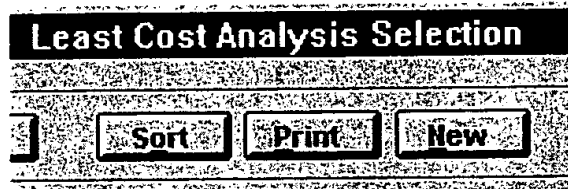


FIG. 174

17500

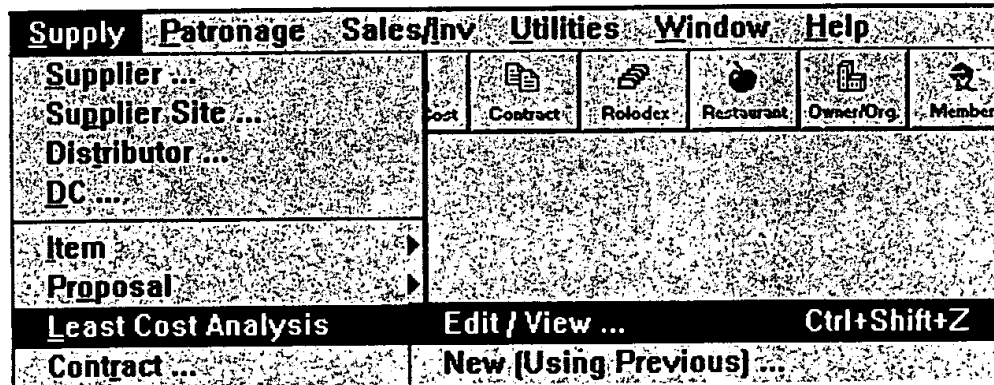


FIG. 175

109070" 2275T860



Bid Proposal Name:	(None)
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

09815727.070601

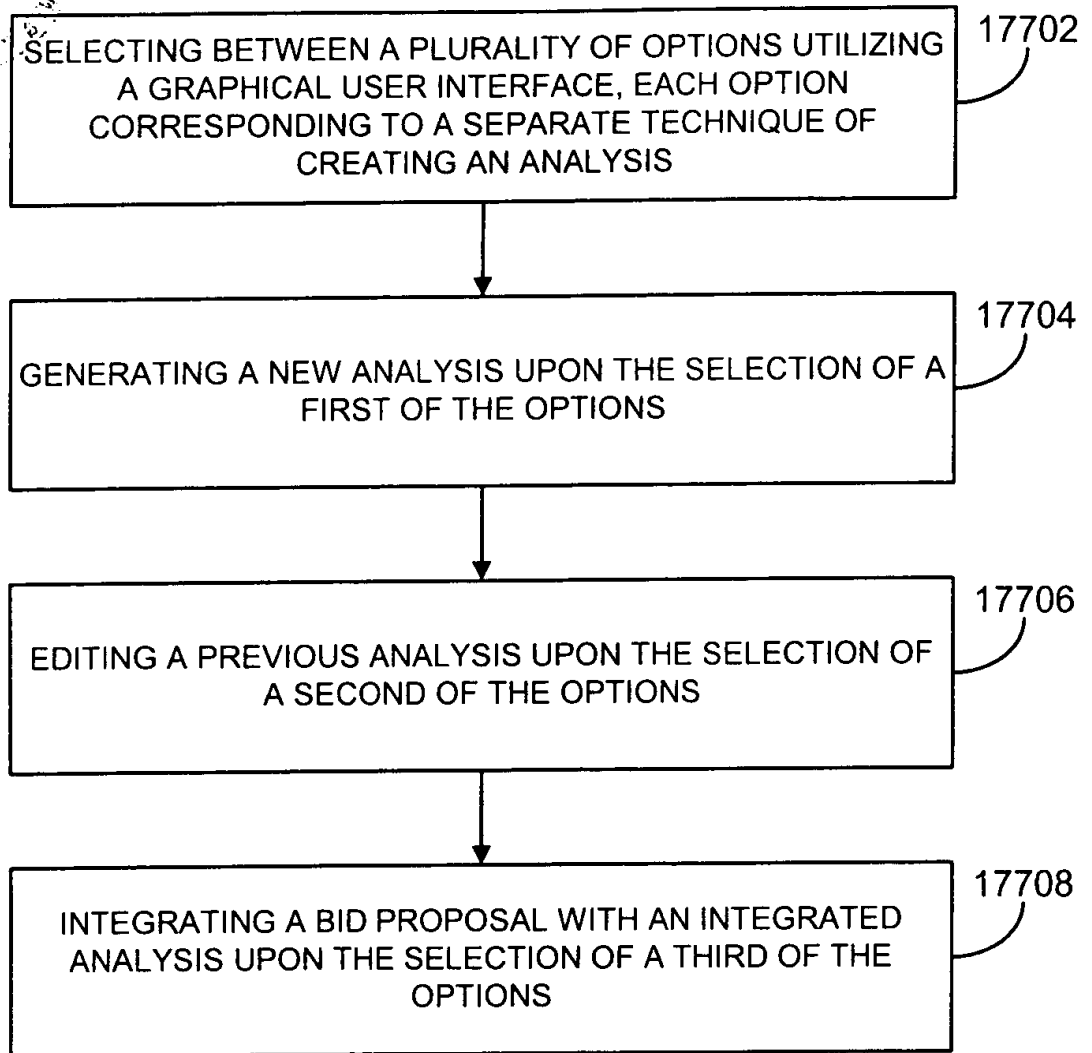
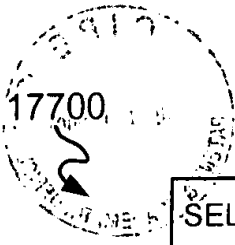


FIG. 177

09815727.070601
109020" 2251860



17800



Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900



Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

109070"/225T860



18000



FIG. 180

18100

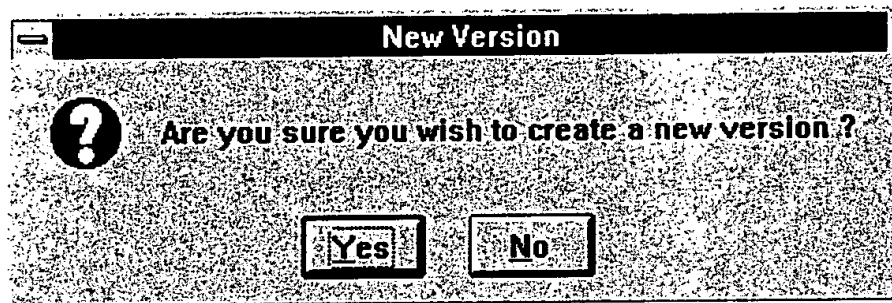


FIG. 181

00815727.070501

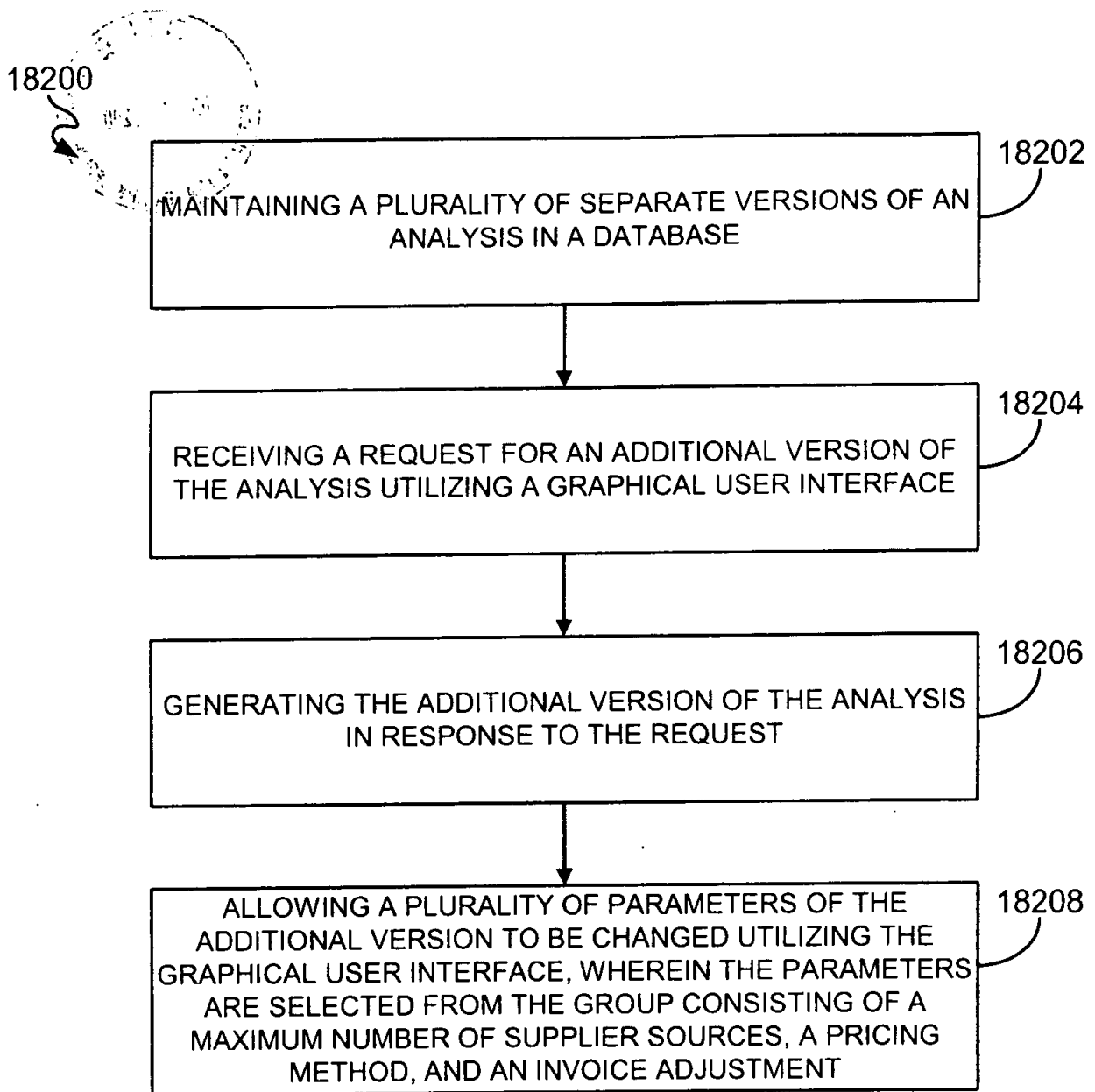


FIG. 182



09815727.070601

18300

Search

Query

Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

>

>>

18302

FIG. 183



18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

00015727.070601

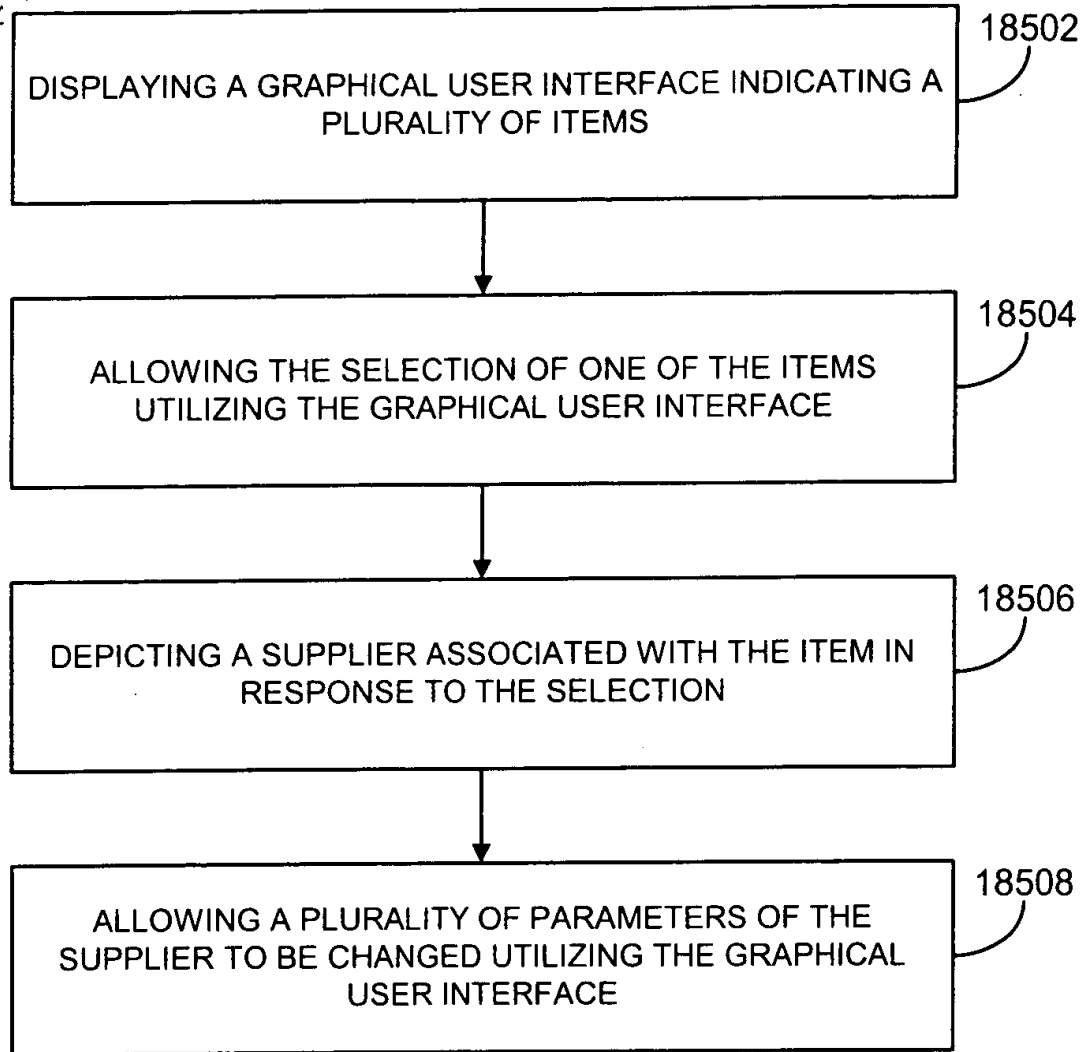
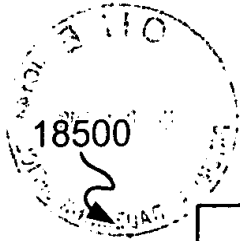


FIG. 185

09815727.070001



18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHES	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

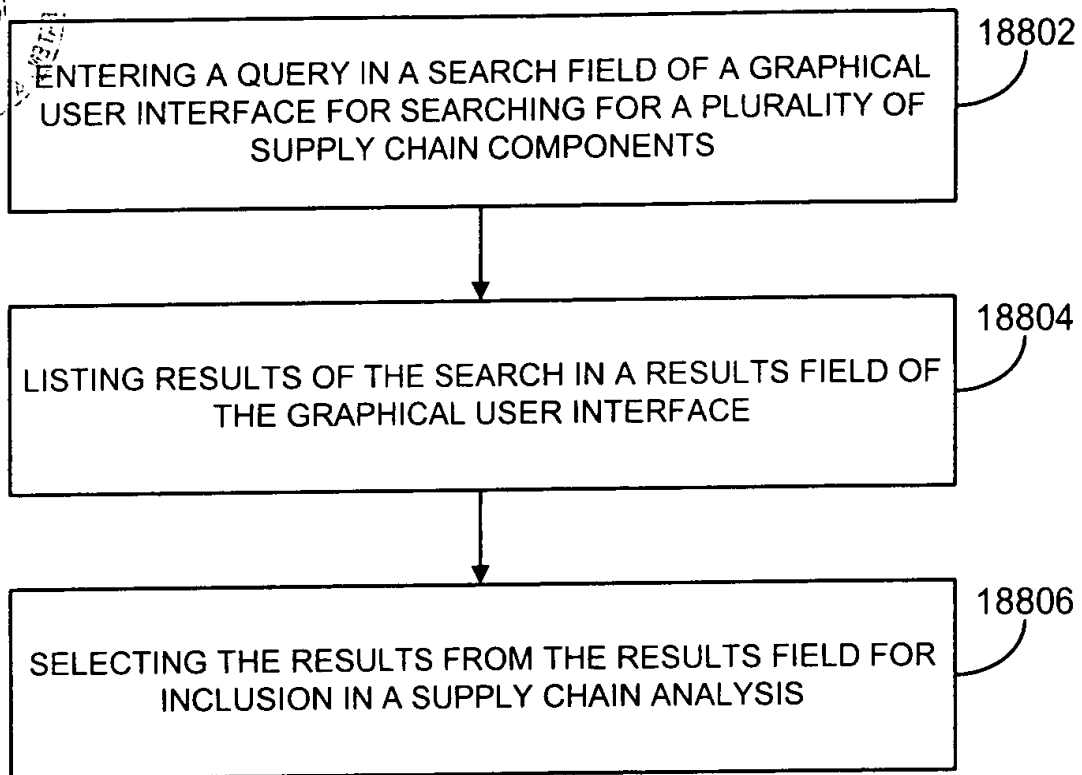
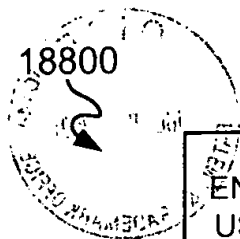


FIG. 188

00015727.070601

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

T09040" 2451860

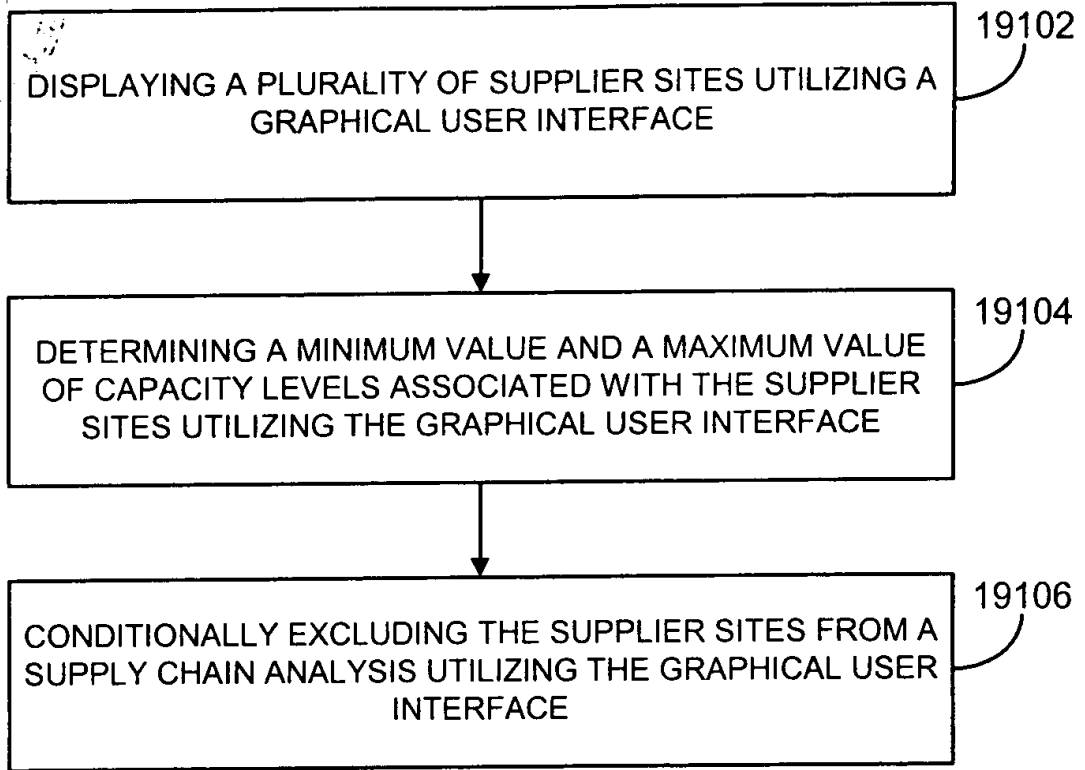
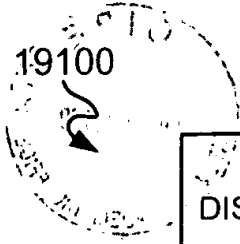


FIG. 191

09/15/2017 07:05:01



09815727-070601

19200



Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

0015727-070601

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC. PASCO, WA	

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

T09040" 4245T860

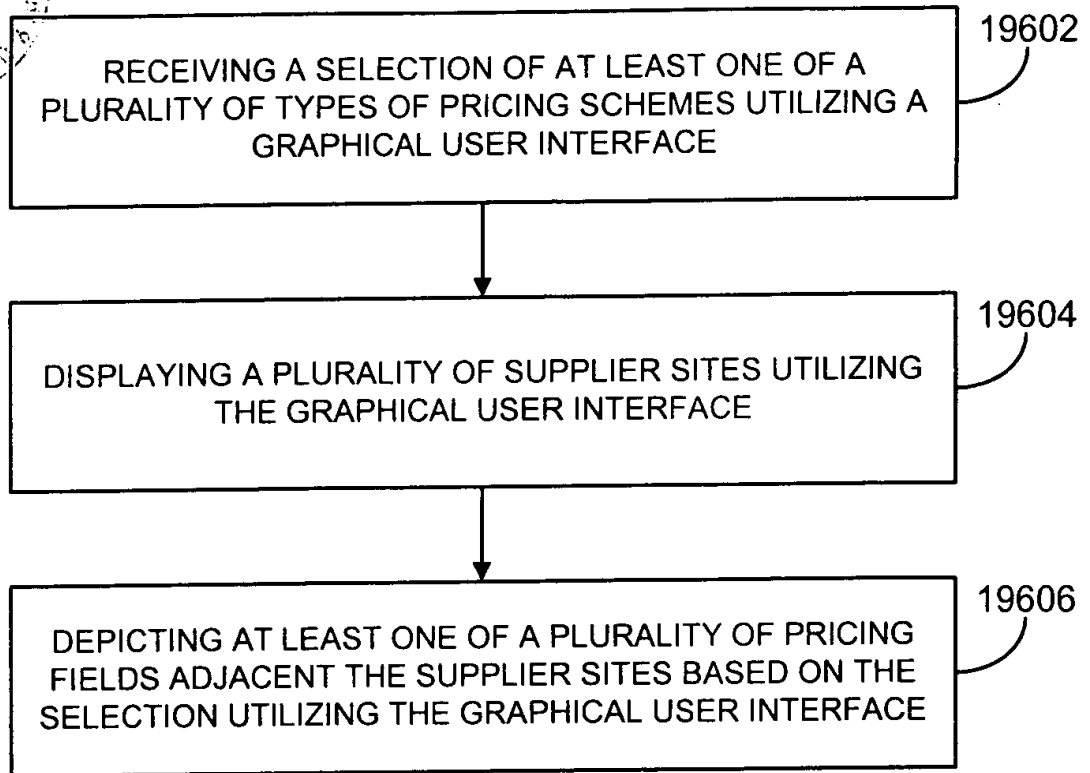
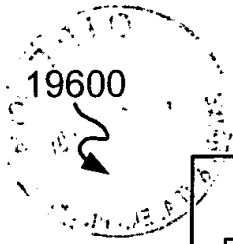


FIG. 196

09815729-00601
TOP SECRET



19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800



Item	Item Growth %	Usage Period					
CHICKEN-PATTY	0.00%						
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage	
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205	
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823	
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909	

FIG. 198

00815727-000501

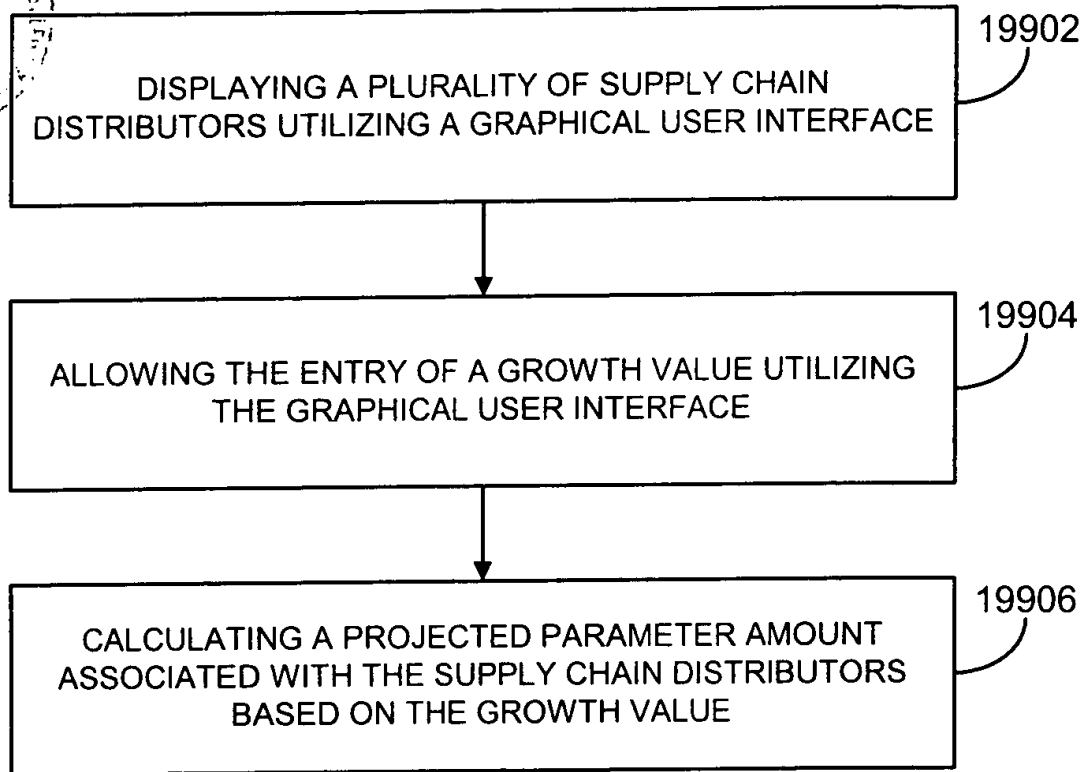
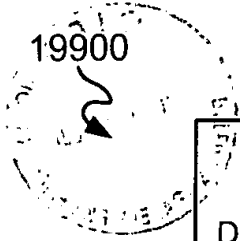
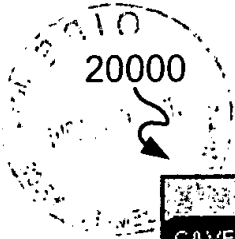


FIG. 199

10915727.070601



Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input checked="" type="checkbox"/>	

20002

FIG. 200

20100

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>	

FIG. 201

20200

Invalid Selection

AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

09815727.070601

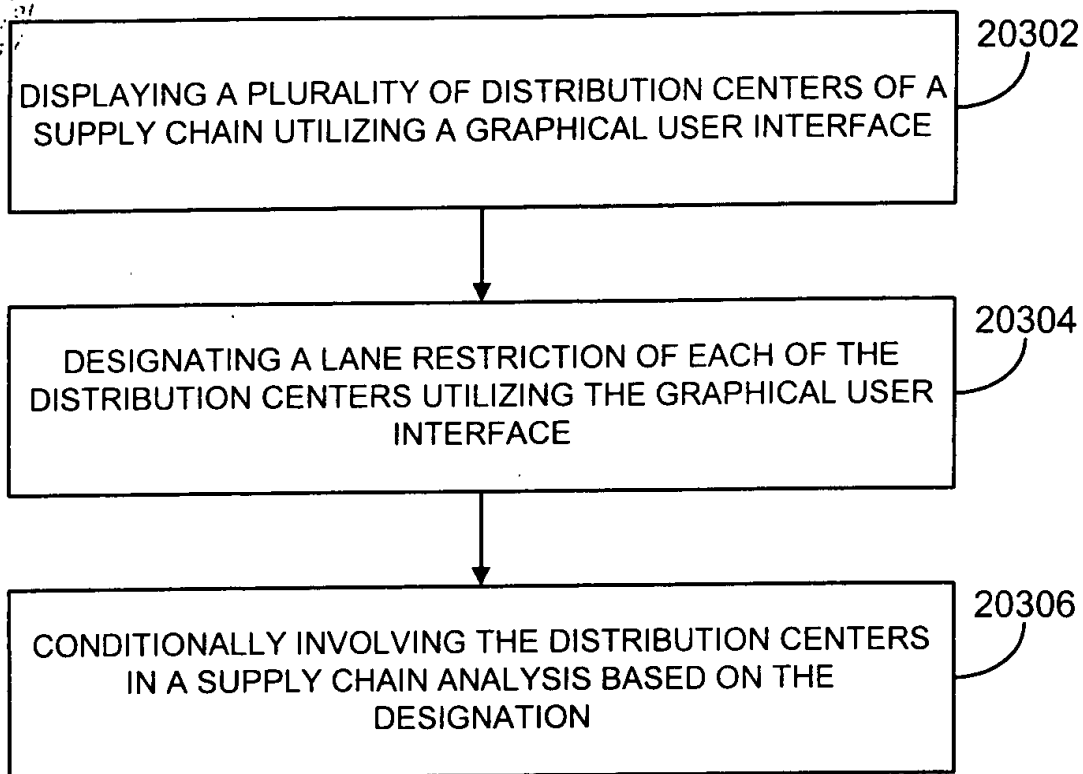
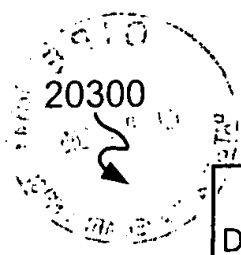


FIG. 203

09815727.070601



Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR		Fort Smith	AR 72904
TYSON FOODS-GREEN FORREST AR		Green Forest	AR 72638
TYSON FOODS-RUSSELVILLE AR		Russelville	AR 72801

Distribution Center	Weight	LT Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

100815727-070601

20600

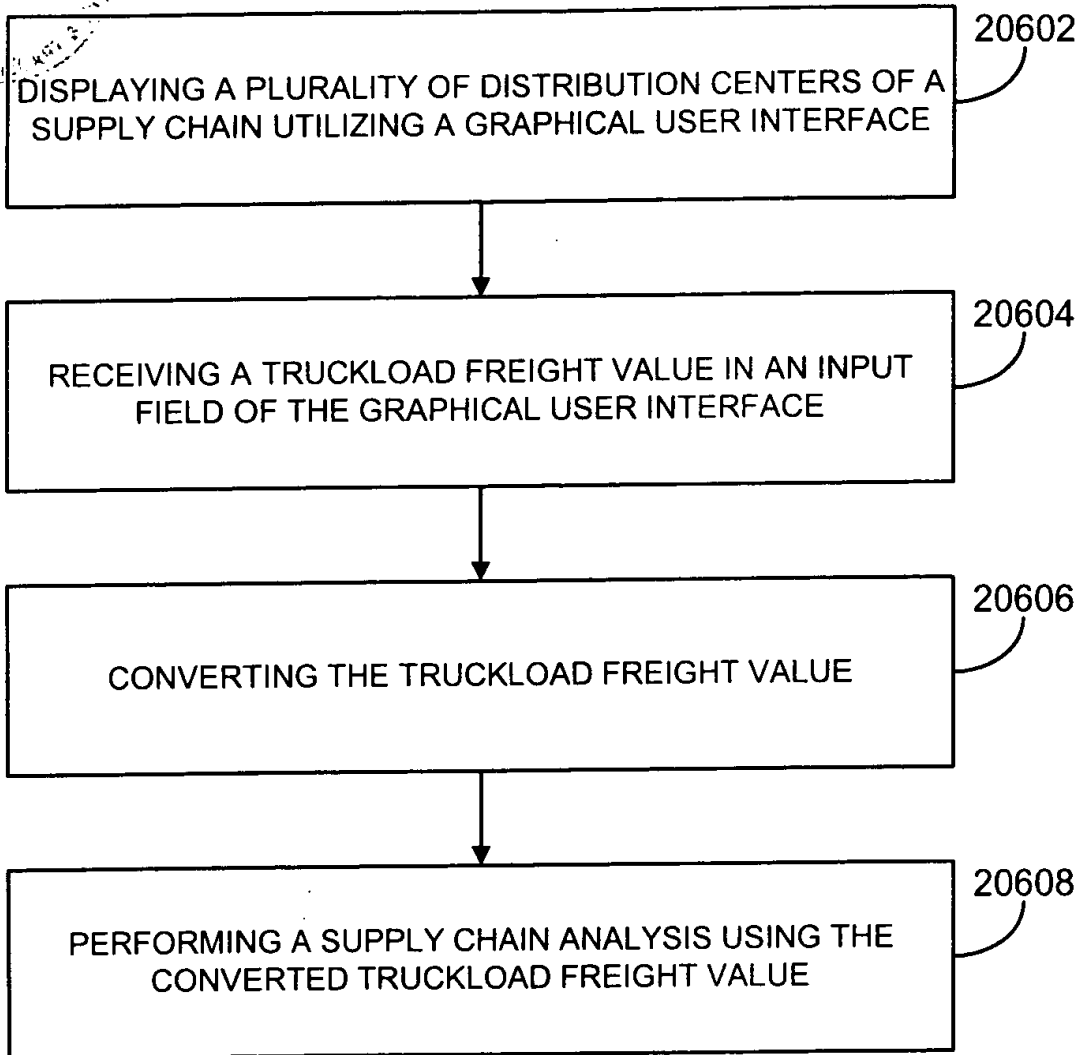
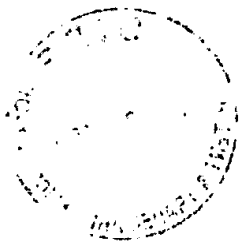


FIG. 206

09815727-070601



0915727-070601

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

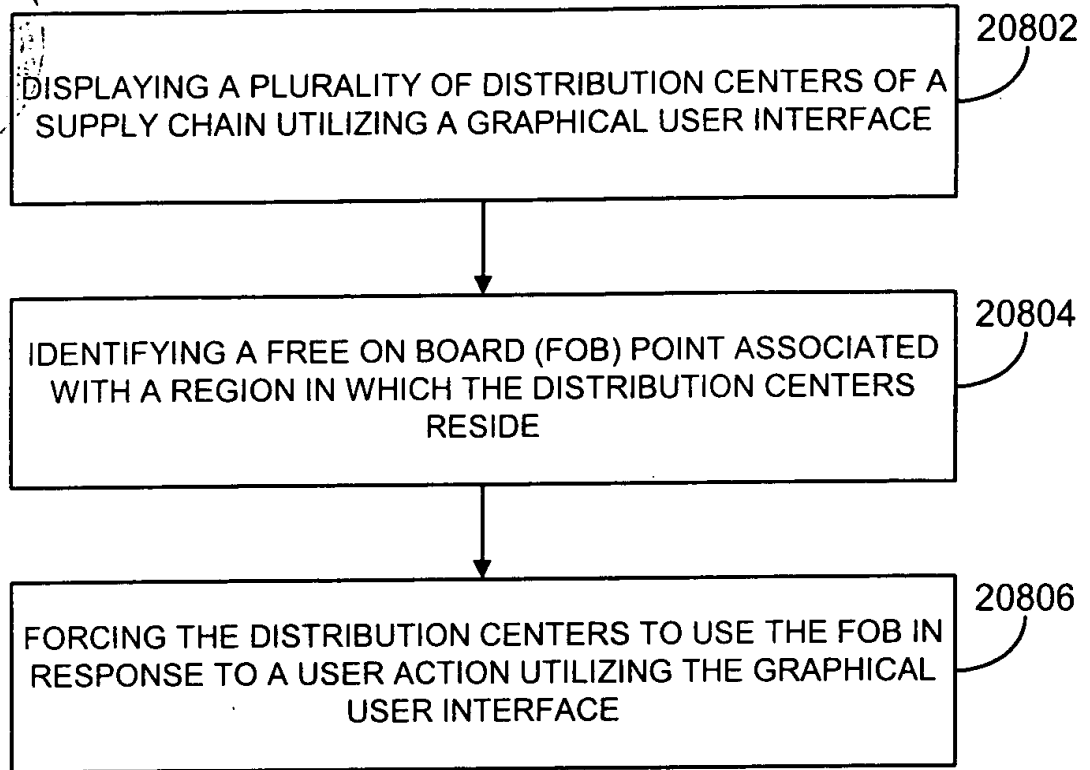
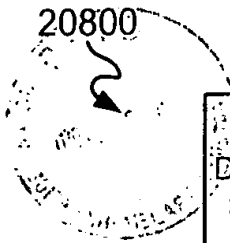


FIG. 208

09815727-070601



20900

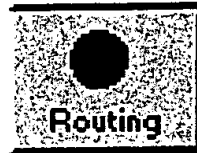


FIG. 209

21000

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters:	
Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

Report Name
Freight Information Provided
LTL Routing Grid By Lane
Routing Results By Lane
Routing Results By Lane, Item
Routing Results w/ RDC Breakout By Lane
Routing Results w/ RDC Breakout By Lane, Item
TL Freight Variance Analysis

FIG. 210

0915727-070501

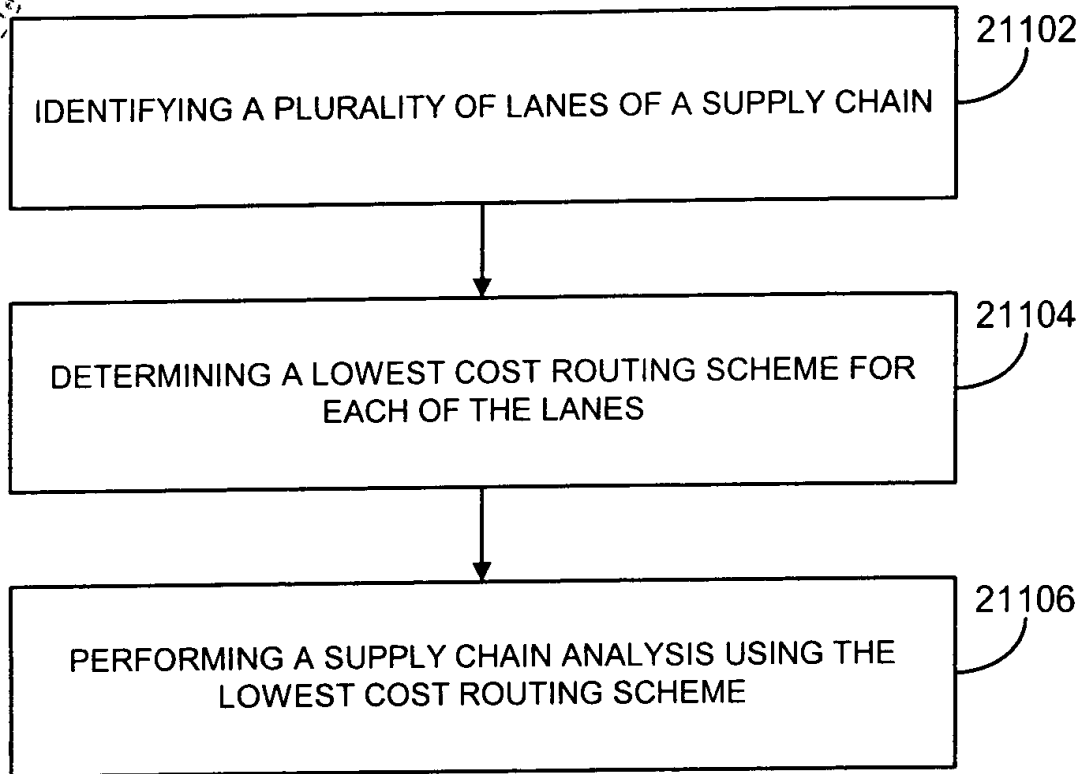
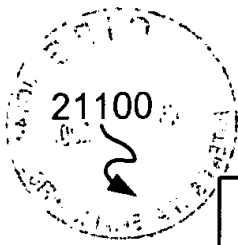


FIG. 211

109020" 2451861



21200

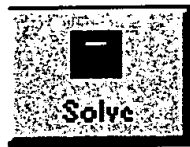


FIG. 212

21300



21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	View Capacity & Prices

FIG. 213

09815727-070601



21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type	Report Name
Comparison Reports	Assigned Volume Percentages (no conversion)

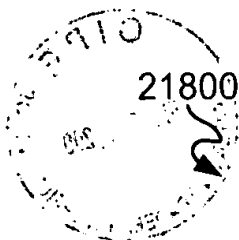
FIG. 216

21700

Report Name
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

109040-22451860



Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

FIG. 218

21900



FIG. 219

0915727-070501

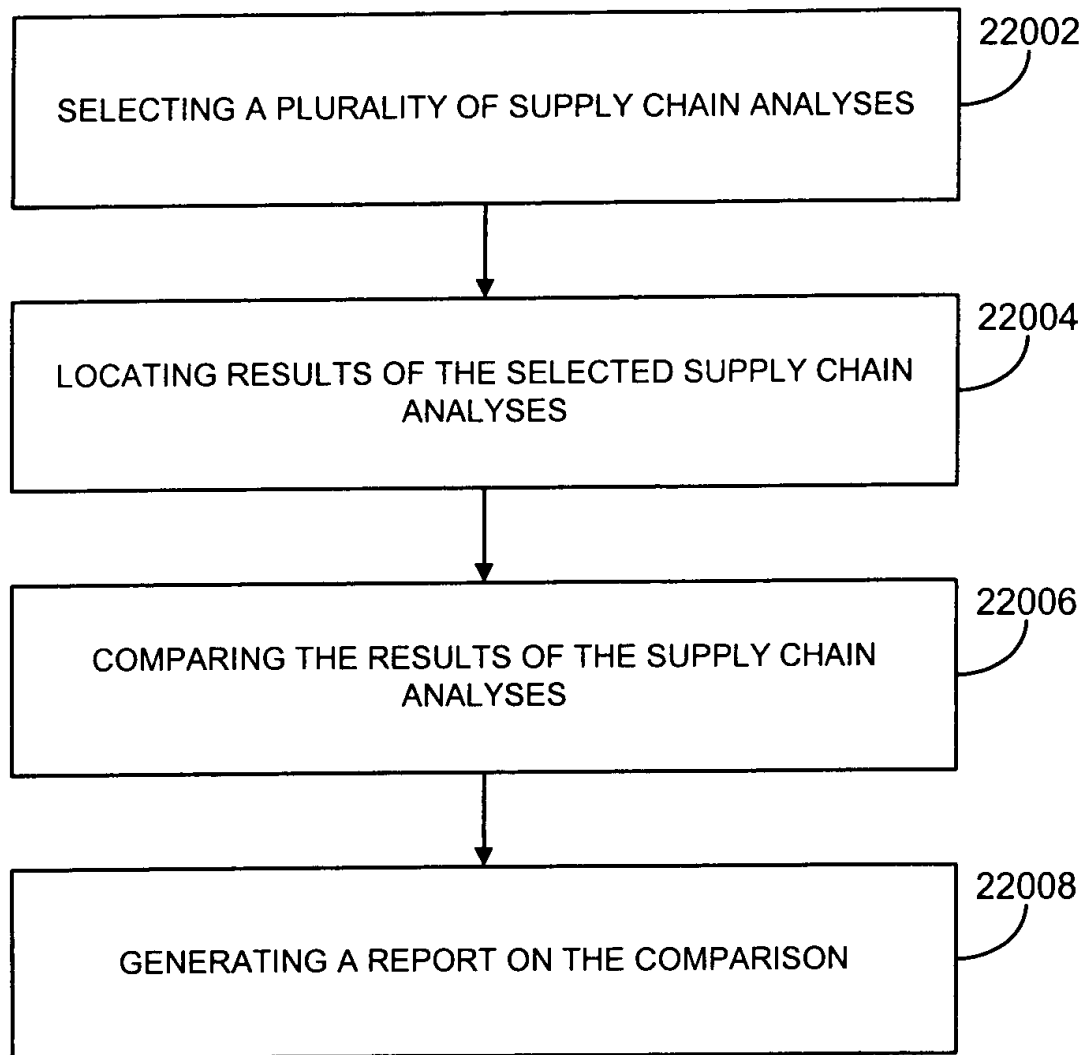
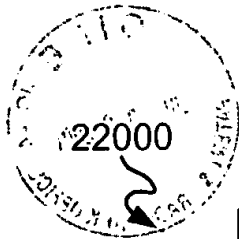


FIG. 220

FIG. 220



22100



FIG. 221

22200

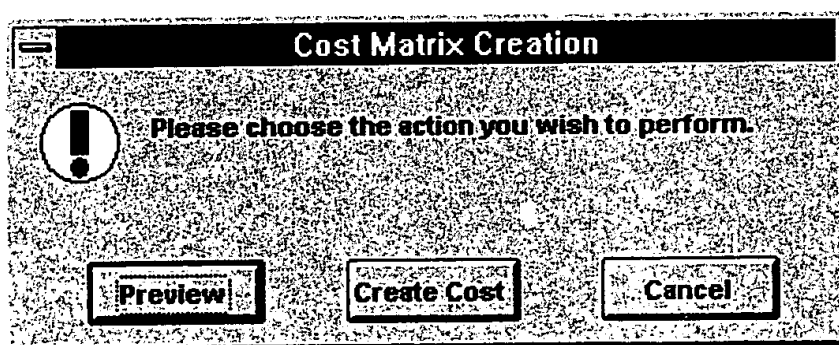
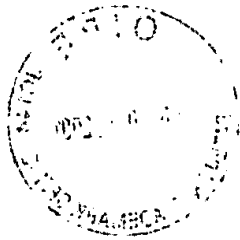


FIG. 222

09815727-070601



Supply Patronage Sales/Inv Utilities Data Options

Supplier	Least Cost	Contract
Supplier Site		
Distributor		
DC		
Item		
Proposal		
Least Cost Analysis		
Formula Pricing	Edit / View	
Contract	New (Using Previous)	
Cost		
Vendor Rating		
Contact Management		
Logistics & Distribution		
Bakery Coverage		

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID: 12					
Description: Beef Pricing 04/06/01					
Item: BEEF - 77%					
Raw Material Pricing Date: 04/06/01		From: 03/23/01		To: 04/03/01	
Cost Matrix Begin Date: 03/15/01		End Date: 03/28/01			
FOB Adjustment Amount: 0.0000					

FIG. 224

0915727-070601



Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 58% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	BMP AUS 90% LEAN	Lean Fine Tstr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.8200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9500	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9500	0.9870	0.9000
04/01/98	0.8700	0.9200	0.8393	0.9650	0.8224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.8318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

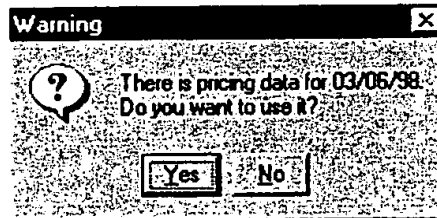


FIG. 226

22700

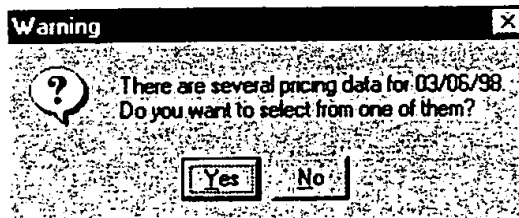


FIG. 227

001527.0700



22800

Formula Pricing Selection

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

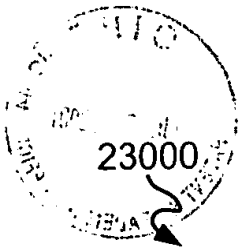
General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

00815727.070601



Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2671	0.2000	0.1948	0.1400	0.1368			0.1880	0.2134	0.4000	0.3924	0.9911
DIV-1	0.1400	0.1295							0.2000	0.2190	0.3200	0.3139	0.9941
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3548	0.9866
S&C-1	0.2414	0.2200							0.2179	0.2028	0.2179	0.2386	0.9721
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.9684
TEX-1	0.3090	0.2786							0.3410	0.3802	0.2500	0.2452	0.9916
WH-1	0.3250	0.2958							0.1750	0.1989	0.3650	0.3608	0.9765
WIS-1	0.3325	0.2917							0.4875	0.5165	0.1000	0.0968	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231



Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9980	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

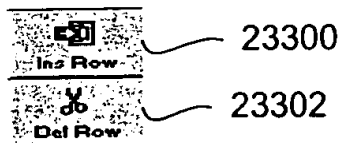


FIG. 233

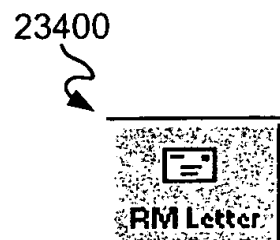


FIG. 234

00015727.00601



23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236